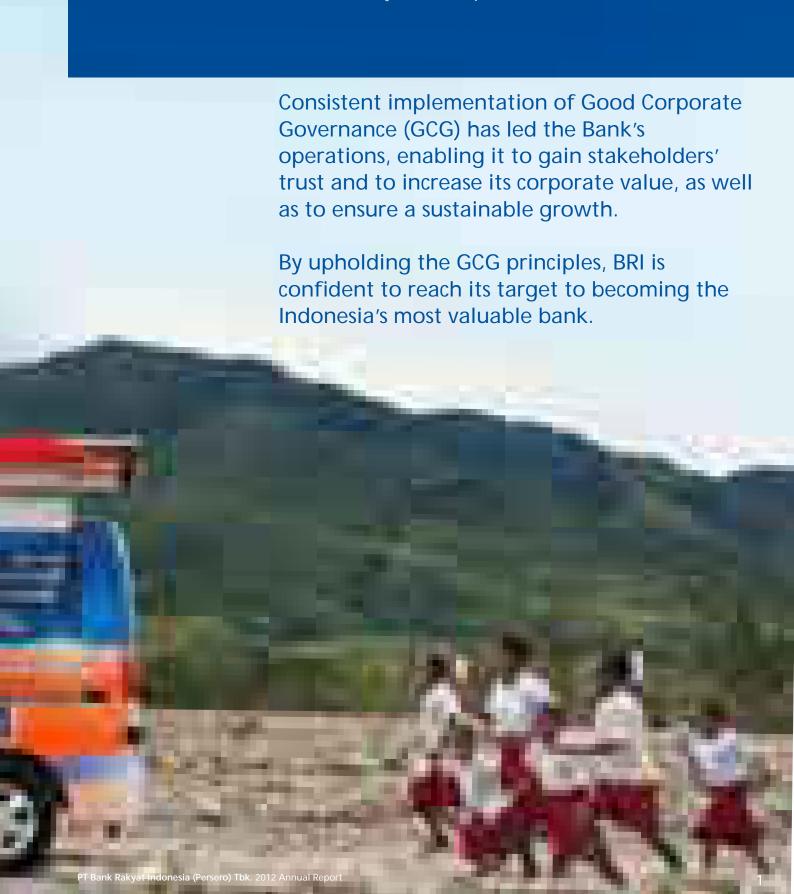






# BRI sustained its notable achievements in 2012, a result of its quality performance.



## Consistent implementation of Corporate Governance has supported our sustainable business performance.

In 2012, with consistent implementation of the principles of Good Corporate Governance, alongside with operational efficiency, the Bank had scored quality asset growth, mirrored by a high profitability figure. As such, the Bank had maintained itself as one of the most profitable banks in Indonesia, as it is reflected on its - higher - than - average of Indonesia's banking industry's profitability ratios.

ROA 5.15%\* \*Bank only

Operating Expense to Operating Income 59.93% \*

Bankonly

ROE
38.66%\*
\*Bankonly

# Net Profit Rp18.69 T









# A consistent applications of prudent management policies contribute to our quality asset growth



Led by the principles of Good Corporate Governance, the Bank had applied prudent credit policies in pursuing potential business prospects, resulting in a quality asset growth.

This quality assets growth supported by structurally healthy third party funds, as it is reflected by the dominance of low cost funds which reached around 60% of the total third parties funds.

# Total Customers' Account +42 million



## God Corporate Governance Principles guide us in achieving our sustainable growth



Amid increasing competitions in Indonesia's banking industry, BRI retains its strong capacities, both in funds raising and loans disbursement. Those accomplishments are rooted from the implementation of Good Corporate Governance altogether with continuous innovations in products and services, enabling the Bank to maintain and to develop its loyal customer base.

# We provide comprehensive and quality banking services supported by a widespread business network.

BRI is bolstering its position as the biggest commercial bank with diverse range of accessible, comprehensive, and quality products and services to cater the needs of the people, wherever they are.

The practice of Good Corporate Governance has contributed to the development of high quality products and services. This achievement is supported by a widespread business network encompassing 9,052 outlets (Head Offices, Regional Offices, Branches, Sub-Branches, BRI Units, Cash Offices, and TerasBRI) and 59,241 e-channel networks (ATM, KiosK, CDM, EDC, and e-BUZZ).









# Good Corporate Governance provides the best results for our growth









BRI successfully recording quality growth and laying a strong foundation for sustainable growth by employing Good Corporate Governance, reliable IT infrastructure, as well as, by developing human resources' competency and integrity.

Such endeavors are aimed to increase customers' loyalty and to give optimal returns for stakeholders.

Composite Value Self-Assessment GCG Category VERY GOOD

## Financial Highlights

iinancial Overview n billion Rupiah	Numbers from Consolidated Financial Stateme			ement	
	2008	2009	2010	2011	2012
Balance Sheet					
Total Assets	246,077	316,947	404,286	469,899	551,33
Total Earning Assets	228,781	299,063	379,696	432,647	499,04
Loan-Gross	161,108	208,123	252,489	294,515	362,00
Government Recap Bonds	16,352	15,027	13,626	8,996	4,31
Total Liabilities	223,720	289,690	367,612	420,079	486,45
Third Party Funds	201,537	255,928	333,652	384,264	450,16
- Demand Deposits	39,923	50,094	77,364	76,779	80,07
- Saving Deposits	88,077	104,463	125,990	154,133	184,36
- Time Deposits	73,538	101,371	130,298	153,353	185,72
Other Interest Bearing Liabilities	7,599	21,284	17,297	19,361	15,78
Capital/Equity	22,357	27,257	36,673	49,820	64,88
ncome Statement					
Interest Income:					
- With Government Bonds Interest	28,097	35,334	44,615	48,164	49,61
- Without Government Bonds Interest	26,166	33,528	43,109	47,053	49,00
Net Interest Income					
- With Government Bonds Interest	19,651	23,049	32,889	34,427	36,48
- Without Government Bonds Interest	17,721	21,244	31,382	33,316	35,8
Other Operating Income	2,535	3,270	5,545	5,776	8,39
Other Operating Expenses	(10,997)	(11,960)	(16,114)	(17,086)	(19,49
Provision for impairment losses on financial assets - net	(2,844)	(5,799)	(7,917)	(5,533)	(2,70
Income before Tax	8,822	9,891	14,908	18,756	23,8
Net Income	5,958	7,308	11,472	15,088	18,6
Income for the year attributable to Equity holders of the Parent Entity	N/A	N/A	11,472	15,083	18,6
Income for the year attributable to Non-controlling interest	N/A	N/A	Nil	5	
Total Comprehensive Income for the year	N/A	N/A	11,559	15,296	18,6
Total Comprehensive Income for the year attributable to Equity holders of the Parent Entity	N/A	N/A	11,559	15,288	18,6
Total Comprehensive Income for the year attributable to Non-controlling interest	N/A	N/A	Nil	8	
Earning per-share (Rp)	248,50	304,75	478,36	628,91	778,
inancial Ratios		Ва	nk number o	nly	
Capital					
Capital Adequacy Ratio (CAR)*	13.18%	13.20%	13.76%	14.96%	16.95
Earning Assets					
Earning Assets & Non Performing Assets to Total Earning Assets and Non Performing Asset	N/A	2.59%	2.19%	1.79%	1.19
Non Performing Earning Assets	2.18%	2.68%	2.24%	1.85%	1.46
Allowance for Possible Losses to Earning Assets	N/A	4.29%	4.58%	4.51%	3.43
Non Performing Loans (NPL Gross)	2.80%	3.52%	2.78%	2.30%	1.78
Profitability					
ROA	4.18%	3.73%	4.64%	4.93%	5.15
ROE	34.50%	35.22%	43.83%	42.49%	38.66
NIM	10.18%	9.14%	10.77%	9.58%	8.42
BOPO (Operating Expenses to Operating Income)	72.65%	77.66%	70.86%	66.69%	59.93
Liquidity					
LDR	79.93%	80.88%	75.17%	76.20%	79.85
Compliance					
•					,
Violation of Legal Lending Limit (LLL)	Nil	Nil	Nil	Nil	
Violation of Legal Lending Limit (LLL) - Related Parties	Nil Nil	Nil Nil	Nil Nil	Nil Nil	
Violation of Legal Lending Limit (LLL) - Related Parties - Third Parties	Nil Nil	Nil Nil	Nil Nil	Nil Nil	
Violation of Legal Lending Limit (LLL) - Related Parties - Third Parties Excess of Legal Lending Limit (LLL)	Nil	Nil	Nil	Nil	1
Violation of Legal Lending Limit (LLL)  - Related Parties  - Third Parties  Excess of Legal Lending Limit (LLL)  - Related Parties	Nil Nil	Nil Nil	Nil Nil	Nil Nil	1
Violation of Legal Lending Limit (LLL) - Related Parties - Third Parties Excess of Legal Lending Limit (LLL)	Nil	Nil	Nil	Nil	N N N 10.64'

#### Note:

The above financial performance figures represent BRI's consolidated financial report with its subsidiaries: PT Bank BRI Syariah, PT BRI Agroniaga Tbk. and BRI Remittance Co. Ltd, for the year 2011 and 2012, but only PT BRI Syariah for the year 2010. Financial ratios are of bank only.

 $<sup>^{\</sup>star}$  Market risks are taken into account starting 2004 and operational risks are taken into account starting 2010.



## 2012 Event Highlights



#### **January**

- 8 BRIzzi Product Launching in Bali
- 18 Financial Lecture:Post-Investment Grade What's Next?
- 25 2011 Review & 2012 Outlook Seminar Through performance acceleration, SOEs are prepared to face crisis

#### **February**

- Presentation of BRI Financial Performance 2011
  - Signing of MoU on Land and Building Tax management between BRI and Bogor Municipal Government





#### March

- 7 Adikriya Exhibition
- 14 Signing of MoU between BRI and the Public Housing Ministry
- 28 BRI Annual General Meeting of Shareholders 2012

#### **April**

- 26 Signing of MoU between BRI and Telkomvision
- 27 Signing of investment loan between BRI and Petrokimia Gresik



#### May

- Signing of Letter of Intent between BRI and Banco Nacional Comercial De Timor Leste
  - Signing of MoU between BRI and Industrial Bank of Korea
- 6 Grand opening of BRI Priority Banking Services in Regional Office of Yogyakarta



#### **June**

- 1 Signing of syndicated loan on Gempol-Pasuruan Toll Road project
- 26 BRI-SOEs CSR program "Berbagi Kacamata"

#### July

20 Signing of agreement on loan disbursement for Partnership Program between BRI and PTPN IX





#### **August**

- 10 BRI CSR: Breaking of Fast (Ramadhan) with 3,500 orphans
- BRI CSR: The visit and scholarship program to the 15 member of Paskibraka Nasional 2012

#### **September**

- BRI CSR Scholarships Awards to Universitas Terbuka Students
- BRI CSR on Smart Boats Education 10 program (Pengadaan Kapal Pintar)



#### October

Visit from South Africa's Chamber of Trade and Industry 16 22-23 2012 International Mirofinance Conference in Yogyakarta



#### November

- BRI Mobile product launching
- Indocomtech Exhibition (October 31 November 4, 2012)
- 28 BRI Public Expose 2012



#### December

- 16 Sunday Festival
- 23 Family Day in celebrating BRI's 117th anniversary



### Awards and Certifications



Best Bank in 5 Consecutive Years Investor Magazine





Forbes Global 2000
One of The World's Biggest Public
Companies
Forbes



Best of the year 2011 for Indonesia The Banker Award 2011



Banking Service Excellence Award 2012 5<sup>th</sup> Overall Performance for Commercial Bank MRI & Infobank



Top 10 out of 300 banks with best ROE in Asia and 10 biggest banks in terms of Dividend Payment Tabloid Asian



The Most Valuable Brand in Indonesia Product Category: Banks SWA



Banking Service Excellence Award 2012 1st Best SMS Banking MRI & Infobank



7<sup>th</sup> Anniversary Indonesia Property & Bank Award 2012 The Most Admired Mortgage Banking Product Category: State Owned/ Commercial Bank with Very Good performance Property dan Bank Magazine



Investor Awards
Best Listed Company 2012
Banking Sector's best Issuer
Investor Magazine



Social Business Innovation Award 2012 for Innovations in MSMEs empowerment Warta Ekonomi



25 Listed Companies in Sustainable Responsible Investment (SRI) KEHATI Index Indonesian Biodiversity Foundation



Kesetiakawanan Award 2012 in Financial Institution Category Ministry of Social Affairs of the Republic of Indonesia



Service Quality Award 2012 for BRI Prioritas Carre

Certifications	
ISO 9001:2008 SNI ISO 9001:2008	BRI's Sentra Operasi (Centre of Operations Division) has been operating under a Quality Management System, in line with the ISO 9001:2008 for Provision of Payment System by RTGS, Clearing and Remittance. It received certification from Lloyd's Register Quality Assurance on December 12 2012. The certificate will be valid until December 12, 2015
ISO 9001:2008	BRI's Contact Center Service (LCC) operates under a quality management system, in line with ISO 9001:2008. It received certification from Verification New Zealand Limited on December 5, 2011 and the certificate will remain valid until December 5, 2014





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**Composition of Shareholders** 

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BRI's success in maintaining its quality growth has assisted the bank to reach optimum performance and create a strong foundation for sustainable growth.

Total CAR
16.95%\*

Tier1 CAR
15.86%\*



## Management Report



## Report of The President Commissioner

he year 2012 was marked by a prudent expansion, carried out in line with Good Corporate Governance principles and supported by the latest information technology-based network development. All those attempts were resulting in a commendable rise of net profit by 23.86% to Rp18.69 trillion, coming from an increase in net interest income and higher loan outstanding, improvements in loan quality and operational efficiency, and growing fee-based income contribution.

#### Assalamualaikum Wr. Wb.

We give thanks to Allah SWT for His blessings, which enabled the Bank to achieve an outstanding performance in 2012.

Macroeconomic indicators have demonstrated a slowdown in the global economy in 2012. This was in line with the decline of forecasted national economic growth of Asia's emerging market as well as that of countries in the Euro Zone. During the same year, Indonesia experienced inflation of 4.30%, increase in composite index of 12.94% and growth in Gross Domestic Products (GDP) of 6.23%.

Company Profile

Information for Investors

Operational Over

Management Discussion and Analysis

Corporate Governance

Corporate Social Responsibility Corporate Data



Bunasor Sanim

President Commissioner/Independent Commissioner

The Bank's performance had increased significantly in 2012 compared to the previous year. It is reflected in 2012 financial highlights and financial ratios, such as, an increase of 17.33% on total assets to Rp551,34 trillion, an increase of 22.92% of loan outstanding to Rp362,01 trillion, growth of third-party funds by 17.15% to Rp450,17 trillion, a rise in net interest income by 5.97% to Rp36,48 trillion, an increase in net profit after tax by 23,86% to Rp18,69 trillion and a decline in NPL gross from 2.32% in 2011 to 1.83%. In addition, thanks to an increase of sophisticated information technology, the company welcomed 977 new outlets, composed of 15 branches, 43 sub-branches, 125 BRI Units, 44 Cash offices, 500 TerasBRI, and 250 Mobile TerasBRI. The Board of Commissioners would like to express its appreciation to all of the Bank's employees and stakeholders for their hard work and support throughout 2012 that has improved the Bank's performance.

Indonesia is forecasted to experience high economic growth in 2013 due to the domestic market potential, which act as a pull factor for investment, growing domestic demand, availability of good public infrastructures as priority in government spending, and low level inflation. Related to the information above, the Board of Commissioners is optimistic that the Bank's performance in 2013 will be finer than 2012 results.

The effort to enhance the Bank's performance in 2013 will require the support of all stakeholders throughout Indonesia. Several strategic initiatives that have been formulated will need to be well implemented and supported by the relevant parties and working units. This is primarily related to the increased competition in the micro, small and medium segments as well as non-bank financial products. Hence, the Bank's activities must be in accordance with the formulated strategies on assets, capital, non-organic growth, fee-based income and business support. In addition, the company also requires all employees to fully implement the employee's code of conducts in performing their tasks.

The company's 2013 Destination Statement is to become "The Bank with the Best Micro, Small and Medium segments Growth in Indonesia". This is in line with the Board of Commissioners' concern of the business which becoming more competitive and dynamic. Moreover, the Bank's status as a listed company requires all employees throughout Indonesia to maximize their potential in carrying-out their tasks in order to make this statement into reality.

In 2013, the Board of Commissioners will endeavor to increase the quality of our monitoring, while also working in harmony with the Board of Directors, as stipulated in the Company's Regulations and existing rules of law.

I pray that Allah SWT will always gives His strength and guidance to us and may ease the way for us all. Aamiin.

Wassalamualaikum Wr. Wb.

**Bunasor Sanim** 

President Commissioner/Independent Commissioner

# 2012 Report on the Supervisory Duties of Board of Commissioners

#### **Forewords**

The Bank's Board of Commissioners commitment to its duties on supervisory role throughout the year 2012 is presented in the Bank's Annual Report. From this report, stakeholders can retrieve relevant information on the activities of the Board of Commissioners in its supervisory role.

In 2012, the Board of Commissioners's supervisory role was executed in accordance with the task, duties and responsibilities of the Board of Commissioners as stipulated in the articles of association of the Bank and prevailing regulations; in order to ensure that the approved Work Plan and Company Budget are implemented properly, that Good Corporate Governance principles and risk management are carried out appropriately in all of the organization's units and the optimalization of the Company's operational activities in providing banking services.

The Board of Commissioners implements active supervising by periodically discussing performance achievements and carrying out visits to working units and passive supervising through evaluation and analyzing the bank's operations based on submitted reports. In carrying out these supervisory tasks, it is supported by Committees formed by the board itself. The committees are the Audit Committee, the Risk Management Supervisory Committee and the Nominations and Remunerations Committee.

The 2012 Report for the Board of Commissioner's supervisory duty presented in this Annual Report outlines the Supervisory Recommendations and the Company's 2012 Performance Achievements.

#### **Supervisory Recommendations**

#### 1. Loan/Credit Matters

The Board of Commissioners constantly recommends that loan disbursement should be done in accordance with the prudential banking principles and that it should be accompanied by efforts to improve the quality of internal control in order to reach the targeted loan quality by the end of 2012.

The Board of Commissioners supports the Board of Directors' strategies and policies in loan expansion through employing the trickle-down business strategy. The Board of Commissioners actively provides input and recommendations in the loan consultation forum which is held between the Directors and Commissioners for loan with a certain amount

#### 2. Funding

The Board of Commissioners constantly provides inputs and recommendations for the Bank to increase its low-cost funds in order to provide more competitive interest rates to customers, compared to those given by competitors. The Bank should continuously pursue its target to increase the amount of third-party funds throughout 2012 to support its loan expansion target. The plan to issue Global Bonds in 2013 should be carried out through thorough analysis, in accordance with existing regulations as well as with the most favorable terms and conditions that best benefits the company.

#### 3. Income and Expenses

The Board of Commissioners constantly provides recommendations for the Bank to increase its non-interest income through activities such as trade finance, remittance, cash management, and transactional accounts, by capitalizing BRI's nationwide-spread of working units. In terms of expenses, The Board of Commissioners constantly encourages the Bank to improve its efficiency.

#### 4. Capitalization

The Board of Commissioners recommends that profits are optimally used as the source of the Bank capital growth.

#### 5. Human Resources

Human resources play a central role in the Bank. Therefore, the Board of Commissioners consistently pays more attention to the management of human resources. In 2012, the Board provided the company's management with a number of recommendations regarding the management of human resources. These suggestions include accelerating the employee recruitment process in order to support business growth, improving the quality of human resources through education and training as well as intensifying the internalization and implementation of the corporate culture.

The Board of Commissioners consistently emphasizes on the importance of experience along with competence and leadership quality of BRI's human resources. The Board of Commissioners pays special attention to the development of new employees' competency considering their potency as professional bankers in the future.

The Board also supports the policy improvement related to the human resources and its implementation to support the Bank's business strategy. The Board underlines the need to increase the role of Information Technology through providing facilities to support the Bank's human resources in carrying out the Bank's operations. This is necessary to increase the productivity and performance of human capital.

#### 6. Information Technology

The Board considers Information Technology as an important aspect in improving efficiency and service quality to the customers. Therefore, it is necessary to emphasize the focus on:

- a. Improving network reliability to ensure the service quality
- Optimizing Information Technology to boost the Bank operations' accuracy, speed and operational quality.

#### 7. Internal Control

The Board of Commissioners considers that the main focus in internal control is on the audit findings from internal and external auditors, as well as follow-ups on those findings. Thus, it is essential for the BRI's management to increase the monitoring of the follow-ups of audit's finding by its working units –including those related to deadlines and its improvement efforts – aside from the optimization of Risk Management's role and functions in each of BRI's working units.

#### 8. Equity Participation

Equity participation in subsidiary Bank should be through comprehensive analysis as well as in line with the prudential banking principles and the prevailing regulations. The process should be based on a strategy to develop the subsidiaries effectively, synergistically and mutually beneficial. It is accompanied also by monitoring of the subsidiaries' business plan.

#### 9. Capital Expenditure

The capital expenditure budget should be designed in accordance with the 2012 project plans. Moreover, the budget for Capital Expenditure should be fully utilized in order to enhance the quality of service to customers.

#### 10.Office Networks

The opening of new operating unit should be well coordinated among the relevant directorates. This is to ensure the operational efficiency and better synchronization to support the achievement of the working unit target. Such coordinations, includes:

- a. Human Resources. This requires active coordination among working units in manning analysis as well as determining and fulfilling the human resources' formation.
- b. Information Technology. This involves
   Information System Technology Division,
   Logistics and Fixed Assets Management
   Division, Micro Businesses Network Division,
   Retail Business Network Division and related
   Working Unit working together to provide
   sufficient e-channels.
- c. Supporting Logistics. This involves procurement of land, building, facilities and office equipment by Logistic and Fixed Assets Management Division and the related Working Units.

#### 11.Partnership Program and Community Development (PKBL)

All related Working Units should ensure that the PKBL funds is channeled and used optimally while also adhering to prevailing regulations. In addition, the record-keeping and accountability for the disbursement and utilization of the associated funds, should be undertaken properly within the generally accepted accounting standard.

#### The Company's 2012 Performance

#### 1. Financial Performance

The Bank's financial performance by the end of 2012 was improving compared to the same period in the previous year. The improvements were including:

- a. Total assets of Rp551.34 trillion, up by 17.33% from Rp469.90 trillion in December 2011.
- b. Loan outstanding of Rp362.01 trillion, an increase of 22.92% from Rp294.52 trillion in December 2011.
- c. Third party funds of Rp450.17 trillion, increasing by 17.14% from Rp384,26 trillion in December 2011.
- d. Non-performing loan gross of 1.83%, improving from 2.32% in December 2011.
- e. Net interest income of Rp36.48 trillion, up by 5.97% compared to Rp34.43 trillion in December 2011.
- f. Net income after tax totaling up to Rp18.69 trillion, up by 23.86% from Rp15.09 trillion in December 2011.

The improvements of the financial performance, reflected in the main indicators above, has become the result of the bank in carrying out its working plans and activities as stated in its 2012 is Budget Plan (RKAP), which comprises quantitative as well as qualitative targets. The Board of Commissioner's role in its relations to the budget plan is to approve and to endorse the budget plan before making it as the business guideline by all rank - and - file of the bank.

#### 2. Profitability

The Bank's profitability performance remained strong, reflected by its achievement of Rp18.69 trillion net profit in 2012, where loan disbursement and improving loan quality remained as the main drivers of the profit .

#### 3. Capitalization

The Bank's CAR stood at 16.95% - above the central bank's minimum ratio of 8%. The Bank's capital is dominated by mainly net profit-derived core capital, thus demonstrating a very healthy capital composition.

#### 4. Loan Quality

The Bank is maintaining its loan quality. This is demonstrated by its 2012 Non Performing Loan Gross, which stood at 1.83% in 2012, improving significantly from 2,32% in 2011.

#### Changes in the Membership of the Company's Board of Commissioners in 2012

We hereby convey our respect and thanks to Mr. Agus Suprijanto for all his contributions and commitment during his time as a BRI commissioner. We also welcome Mr. Mustafa Abubakar as the new Vice Commissioner, Mr. Vincentius Sonny Loho as commissioner and Mr. Ahmad Fuad as Independent Commissioner. We hope to build good cooperation and coordination to support the BRI's sustainable growth.

Finally, we are ending this Supervisory Report of Board of Commissioners on business implementation in 2012.

**Board of Commissioners** PT Bank Rakyat Indonesia (Persero) Tbk

### Board of Commissioners





- 1. Heru Lelono Commissioner
- 2. Bunasor Sanim
  President Commissioner/
  Independent Commissioner
- 3. Adhyaksa Dault Independent Commissioner
- 4. Aviliani Independent Commissioner

- 5. Vincentius Sonny Loho Commissioner
- 6. Mustafa Abubakar Vice President Commissioner
- 7. Hermanto Siregar Commissioner
- 8. Ahmad Fuad Independent Commissioner

### Report of the President Director

he year of 2012 became a period when BRI was able to build a solid foundation for a sustainable growth for the future. This was done with a prudent business growth along side with the development of sophisticated information technology-based business networks.

Prudent loan growth with a focus on asset quality, customer base expansion and optimizing of working unit networks produced Rp36.48 trillion in net interest income and a declining NPL's, stood at 1.83% in 2012 from 2.32% in the previous year. With the support of the increase in fee based income, the bank finally gained a Rp18.69 trillion in net profit – increasing by 23.86% compared to its net profit in 2011.

#### Assalamualaikum Wr. Wb.

We send our gratitude to Allah SWT for his blessings which allowed BRI to traverse 2012 with good results. The directors of BRI would like to highlight a number of BRI's main successes in 2012 performance to the company's shareholders and other stakeholders.

#### The Economy and Banking Conditions in Indonesia in 2012

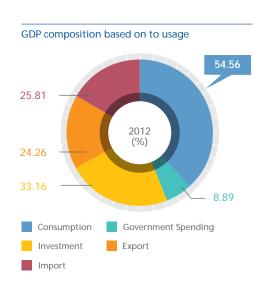
Indonesia's economic resilience remained intact amid 2012' global economic volatility. The country's economy grew by 6.23% during 2012 supported strongly by household consumptions and investments. Strong growth in the household consumption is in line with the increase in consumer's confidence level and people purchasing power. The high domestic market demand, paired with business communities optimism, boosted the country's high level of investment.



Sofyan Basir
President Director

Corporate Data

Domestic Consumption, particularly household consumption, which makes up to 54.56% of the Gross Domestic Product, is the main contributor to Indonesia's economic growth.



In 2012, inflation stood at 4.30% (yoy) – remain within the central bank's designated inflation target range of 4.5%  $\pm$  1%.

High imports put pressure on the Rupiah during 2012. However, the intensity of this pressure slowly decreased nearing the end of the year. The Rupiah's exchange rate against the US dollar hovered between Rp8,892 and Rp9,707/US Dollar during 2012.

The financial system's stability and the banks' intermediary function during 2012 were apparently well-maintained. The banking industry's solid performance was reflected in the high CAR, which was recorded at 17.43%, thus, well above the minimum limit of 8%. Loan quality was also well-maintained as demonstrated in the gross NPL level at 1.87% - below the maximum NPL limit of 5%. The year-on-year loan growth in December 2012 was recorded at 22.97% and was dominated by productive loan growth which also reflecting Indonesia's economic condition and growth source.

#### BRI's 2012 Business Performance

#### A prudent and good quality loan growth with mainly focus on micro, small and medium segments

One of BRI's strategic achievements during 2012 was its success in creating quality loan growth, demonstrated through the constant decrease of Non-Performing Loan levels from 2.32% in 2011 to 1.83% in 2012. This is far below its internal target of 3.0% maximum NPL and far below the central bank's maximum limit of 5%. BRI's 22.92% prudent loan growth during 2012 showed that reducing the NPL rate does not have to mean spurring growth that is not comply with the principles of prudence in banking. Thus, BRI's 2012 portfolio is one which considered to be healthy and have good quality.

The other important achievement by BRI in 2012 was the implementation of its strategic plan to remain focused on the micro, small and medium segments. This achievement is reflected in its loan portfolio for those segments, 75% of total loan disbursement was given to this segment during 2012. Based on the company's loan portfolio at the end of 2012, Micro loan became the largest contributor, reaching 30.7% of the total loan.

Business revitalization conducted in the Micro Business segment in 2011 has begun to show its positive results during 2012. This revitalization – encompassing the expansion of the customer base, the increase of loan officer capacity, the expansion of network and product development – went well according to plan. BRI added 125 BRI Units, 500 Teras BRI and 250 mobile Teras BRI in accordance with its 2012 outlet establishment target. By taking into account their performance and business potentials, in 2012, 14 Sub-branch Offices were up graded to be branch offices, 6 Cash Offices up graded to Sub-Branch Offices and 26 Teras BRI to BRI Units.

The network expansion was followed by the increase in outlet productivity in 2012, especially for TerasBRI, whose productivity was recorded at Rp2.99 billion per Teras for loan and Rp1.27 billion per Teras for deposits, increasing from its 2011 position of Rp2.21 billion per Teras for loan and Rp0.73 billion per Teras for deposit.

BRI's micro business revitalization has begun to show its result during the second quarter of 2012, as demonstrated in the increase in the amounts of the accounts for both loans and micro deposits. BRI's Micro loan accounts reached 5,5 million accounts, increasing from the 5,29 million accounts recorded in 2011. Deposits increased from 21.85 million accounts in 2011 to 24.97 million accounts in 2012. The amount of accounts in BRI's micro deposit and loan demonstrates that BRI's Micro Business was able to reach the grassroots communities throughout Indonesia. Therefore, its business model has succeeded in supporting Indonesia's financial inclusion strategy without putting aside the healthy and sustainable banking business principles.

#### **Funding**

In third-party funds, BRI succeeded in implementing its strategic funding plan to maintain its focus on low-cost funds. During 2012, the third-party funds grew with an optimal low-cost funds composition, which reached around 60% - in accordance with the ideal funding composition target.

Savings showed a more stable and relatively higher growth compared to other types of deposits. During 2012, BRI's savings grew by about 19.61%, or up to Rp184.37 trillion, and demand deposits grew by 4.29%, reaching Rp80.08 trillion. Time deposits grew by 21.11%, reaching Rp185.73 trillion, thus BRI's low-cost funds comprised 58.74% and high-cost funds 41.26%. BRI's third party funds composition and customer structure demonstrates a stable low-cost fund source to support sustainable growth for loans and other businesses.

BRI operational activities are now supported by a total of 9,052 conventional working units equipped with sophisticated information technology facilities as well as 59,241 e-channels.

#### Developments of e-Banking and Fee Based Income

BRI's long-term plan in developing fee-based income as an alternative source of income aside from the interest-based income, as well as becoming a payment gateway in Indonesia's financial system, were implemented through its e-banking developments by treating continuing developments of e-channels. In terms of e-channel developments, BRI had 14,292 ATMs spread throughout Indonesia at the end of 2012, so that BRI considered as the bank with the largest ATM networks among banks in Indonesia. Furthermore, BRI's e-channel facilities are also supported by 44,715 units of EDCs, phone banking, SMS banking and internet banking services.

Among all, the e-banking development efforts in 2012 resulted in the increase of fee-based income from an increase in e-banking transactions. The rise in fees coming from transactions conducted through the ATMs recorded the second-highest growth after fees coming from trade finance. Debit card holders - a proxy of the customers whose likely will use e-Banking services intensively - was also increasing, showing the potential of increasing transaction-based fee-based income for BRI . All the network developments – conventional or e-channels – are strategies to secure the company's target of becoming a national payment gateway in Indonesia's inclusive economic system, and has capability to support the micro, small and medium business segments that are its core businesses.

#### **Profitability and Capitalization**

A consistent and an appropriate implementation of strategy, along with the hard work and commitment from both management and employees, BRI has shown encouraging results. By the end of 2012, BRI booked a net profit of Rp18.69 trillion, increasing by 23.86 % from 2011's Rp15.09 trillion, along with an 8.42% Net Interest Margin (NIM).

The increased in net profit is supported by quality business growth, along with it's ability to maintain its operational efficiency, reflected in its operational expense to operational income ratio, recorded as 59.93 %, and Cost Efficiency Ratio, which was maintained at 43.11% at the end of 2012.

#### **Challenges and Solutions**

In developing its business, BRI faces challenges such as fulfilling the needs of human resources in a timely manner and in line with business developments. The implementation of a proper and efficient system to meet the needs of marketing officers is critical in supporting BRI's business developments, especially for its micro business segment, which is reliant on the availability of Mantri (BRI's micro loan officer) as its spearhead.

The principles of community banking, which is implemented in BRI's micro business development are strongly depends on the availability of "Mantri", which is well-equipped with sufficient knowledge of local culture and business practices, as well as high integrity.

BRI has added 6,727 "Mantri" to its existing forces in 2012, making the ratio of "Mantri" to BRI units became 3.1 per BRI unit - an increase from 2.01 per BRI unit in 2011. The increase in the ratio reflected the increase in capacity of BRI's micro units in to expand BRI's micro businesses in the future



#### **Corporate Governance – Toward GCG Excellence**

The implementation of Good Corporate Governance (GCG) in BRI is done in several stages, starting with formulation, implementation, evaluation, and monitoring. The implementation's target is GCG excellence, which is a condition in which GCG is implemented consistently in all of the company's organization level and becomes its breath of life. The policy formulation and the implementation of GCG principles in BRI are based on prevailing regulations: The Indonesian Corporate Governance Code and BRI GCG Charter, which had been revised 3 (three) times in accordance to recent developments.

The next stage, implementation, has been carried out and will be continuously improved. Several steps of GCG implementation that have already been done are including developing internal GCG awareness, the development of GCG Tools, which include the development of a whistleblowing system, customer complaints system, e-procurement implementation, the forming of an Integrity Pact and the OPRA system. BRI has developed the compliance dashboard, which serves as an early warning system in the implementation of BRI's GCG.

The next stages are monitoring and evaluation, which include the implementation of BRI's GCG assessment using the self-assessment as well as third-party assessment method, evaluation of the company's performance based on determined assessment indicators, and annual evaluation of BRI's policies and systems.

The monitoring and evaluation implementation phase are carried out sustainably to reach GCG Excellence. A number of implementations, including developing internal and external awareness, reviews, and GCG improvement – related policies, have been carried out throughout 2012.

Net profit 23.86% to Rp18.69 trillion

The result of the evaluation through GCG Self-Assessment, in line with Bank Indonesia's regulations, was "SANGAT BAIK" or VERY GOOD. Third party assessment was also conducted through research and rating using the Corporate Governance Perception Index (CGPI) carried out by The Indonesia Institute of Corporate Governance (IICG), in cooperation with SWA Magazine, with the result stated BRI as a "Trusted Bank".

BRI's management and employees are consistent in their GCG commitment, in line with the second article on the BRI's mission: "Providing excellent services to customers through a widespread of business network, supported with professional human resources and by implementing Good Corporate Governance practices". The BRI has chosen GCG as its 2012 theme, which is becoming the best bank in Indonesia with proper Good Corporate Governance practices.

#### Risk Management

A reliable risk management is a basic requirement in a bank, including BRI, a bank with a large-scale operations.

BRI's risk management function is independent from its business and audit functions in order to create a risk management system and to maintain assessment objectivity and risk management measurement; BRI's risk management is conducted by implementing the concept of Three Lines of Defense. The concept includes operational working units which functioning as the party responsible for carrying out an internal control functions and maintaining output quality as well as business processes in line with prevailing regulations. Its second line of defense is the risk management working unit, which monitors the implementation of BRI's risk management according to the risk tolerance. The third line of defense is the internal audit working unit, which carries out controlling function by evaluating the first and second lines of defense and reports the results independently to the President Director and Board of Commissioners.

BRI implements an enterprise-wide risk management to control eight types of risks through the implementation of four pillars, which consists of: active supervising by the Board of Commissioners and Board of Directors, sufficient policies, procedures and limit setting which periodically being evaluated and updated in accordance with BRI's operational and business developments, the development of risk management process and risk management information system, and internal control system.

#### **Human Capital Development: Continuously Succession Process**

BRI fully understood the importance of human capital in its business' development and sustainability. Therefore, it constantly prepares future leaders through its Officer Development Program (PPS), in which each recruited management trainee undergoes an intensive 13-month education and training program. Throughout 2012, BRI recruited 509 candidate employees from both internal and external sources to participate in the PPS. The candidates' final assessments were monitored and assessed directly by the Board of Directors. Once they passed the assessment process, the employees' careers in BRI will constantly undergo improvement through variety programs such as leveling-based education, training and professional experiences to broaden their horizons as well as sharpen their skills. Thus, BRI's human capital management is a chain of integrated operational activities within the frame of Human Capital Architecture, starting from planning, recruiting, developing, retaining and performance monitoring, up to terminating.

BRI's Human Capital developments are supported by 7 (seven) learning centers located in several locations in Indonesia, which covers continuing education and development program for the employees hard skills and soft skills.

#### Corporate Social Responsibility - A Synergy to Grow Together

BRI carries out integrated corporate social responsibility, which encompasses activities to fulfill its responsibility to its customers – such as providing quality banking products and services, taking care for its employee's welfare, participating in environmental development activities, fulfilling its responsibility to the central and local governments, and participating in developing local communities' lives through its well-planned Partnership Program and Community Development.

BRI, as one of the top commercial banks with the widest service network in Indonesia focusing on the micro, small and medium businesses segment, is highly committed to mobilize and to improve the grass-root economy. The bank implements Partnership Program by providing soft loans and trainings to its partners. These trainings are conducted according to the formulated plans and involve competent -parties, thus these partners can substantially grow after a certain period to become a loyal BRI commercial customer. In channeling its Partnership Program fund, BRI prioritizes the formation of business clusters to ensure the program's supervision and training work effectively and efficiently.

In implementing its Community Development Program, BRI prioritizes on health, education and environment conservation programs. These priorities are based on the consideration that there should be a synergy between them and the channeling of the Partnership Program fund. The channeling of the Community Development fund is done in the form of the BRI Peduli (BRI cares) and BUMN Peduli (SOEs care) programs.

Throughout 2012, BRI has channeled Rp398,98 billion in Partnership and Community Development Funds, comprising Rp145.97 billion in Partnership Program fund and Rp253.01 billion in Community Development .

### 2013 Business Prospect

BRI sees the Indonesian banking industry as having a promising business prospect thanks to the country's 2013 projected economic growth of 6.3% to 6.8% (source: Bank Indonesia), its enduring strong domestic consumption and investment, and its growing middle class and working age group.

The company will continuously focuses on micro, small and medium segment developments that will be supported by an extensive working units network spread throughout Indonesia. Thus, BRI will be in the frontline to capture this business potential. These advantages are supported by its policies to increase the technology and information system infrastructure ability to fulfill customers needs for its banking products and services.

BRI implements a risk management met hod that comprises three lines of defense to maintain assessment objectivity and risk management measurement.

BRI channeled a total of Rp406.44 billion in Partnership Program and Community Development, primarily to establish community business clusters and help to improve health, education and environmental conservation

Considering all the above factors, BRI is targeting to accelerate its loan expansion in 2013, especially in the Micro-small-medium segment, while maintaining its focus on quality growth. Growth in assets will be accompanied by growth in liabilities, with the focus remaining on the growth of low-cost funds and keeping the low-cost fund at around 60% of total third-party funds. As an effort to increase the contribution of fee-based income, BRI is planning to increase its banking service activities through increasing the amount of e-channel and e-banking user as well as increasing the amount of transaction-based fees.

#### BRI's 2013 Strategic Plan

Since its conception, BRI has been focusing on micro, small and medium business segments. By having the largest working units network in Indonesia, BRI will improve its performance through continuous expansion of its service scope down to the grass roots community to retain and expand its market.

BRI will retain its focus on providing service to the Micro-small-medium segment in 2013, through market penetration and market development in lending and funding aspects. Market penetration in lending is conducted by optimizing the existing products in the existing markets by increasing the quality and adding more features, thus encouraging more usage of products and services by the customers. The company will continue to disburse loan to corporate segment, especially for sectors that provide trickle-down business opportunities to the Micro-small-medium segments.

Market penetration in the funding side is carried out to improve BRI's financial structure. BRI will focus on low-cost funds, which are savings and retail demand deposits, to achieve the ideal composition of 60% of low-cost funds out of total third-party funds. To achieve such a composition, BRI will continue to develop and improve its information technology system to provide service quality for its customers, thus increasing the usage of BRI's deposit products. Furthermore, It will continue to develop its e-banking feature to increase e-channel transactions, which will prompt a rise in fee-based incomes. It will also continue to develop its Product Linkage to encourage more intensive cross-selling.

BRI will also implement its market development strategy through loan expansion focusing on Micro-Small-Medium business segments. This will be done through the diversification of financing for sectors that become the backbone of Indonesia's Master Plan for Acceleration and Expansion of Indonesian Economic Development (MP3EI). All the loan expansion above will be carried out while still maintaining the principle of prudence, thus maintaining loan quality. The implementation of this strategy will be supported by the improvement of account officers' quality and quantity, the improvement of loan's service level agreement (SLA) and the optimalization of cross selling opportunities, which will provide optimal returns for BRI.

In terms of third party funds, the marketing strategy is conducted through expansion of mass banking and e-banking product marketing programs, through new segments/markets, as well as the creation of new marketing programs for customers.

Aside from market penetration and development, BRI will also continue to develop banking services and products in 2013 to meet and anticipate customers' needs, which continue to develop along with Indonesia's economic growth and demographic-sociological developments.

Another strategy to ensure the sustainability of BRI's business is the preparation of human capital. In 2013, BRI will recruit more employee and prioritize the fulfillment of the marketing formation. For its long-term target, BRI will improve its career development policy by creating a talent management system, developing its assessment center, and improving the reward and punishment system to encourage employee productivity while taking into consideration labor regulations, market conditions, and the company's financial capabilities.

In order to accelerate business growth through non-organic growth or horizontal integration, BRI will continue to conduct analysis to identify any opportunities for acquisition, with factors such as the creation of added value, business synergy and support toward BRI's business focus on the Micro-Small-Medium segments being its main considerations.

In 2013, BRI will also improve its foreign currency funding structure to obtain a longer term structure in a natural hedging scheme.

In the future, we will give our best achievements for all of BRI's stakeholders. These achievements will not be ones forged only by BRI's staff and management, but also by the support and trust of the Board of Commissioners, shareholders, customers and business partners.

Wassalamualaikum Wr. Wb.

Sofyan Basir President Director

# Board of Directors





- Djarot Kusumayakti
   Director of Micro, Small and Medium Enterprises Business
- 2. Asmawi Syam
  Director of Institutional and
  State-Owned Enterprises Business
- 3. Sofyan Basir President Director
- 4. Gatot Mardiwasisto
  Director of Human Resources
  Management

- 5. Lenny Sugihat
  Director of Credit Risk
  Management
- 6. Sarwono Sudarto
  Director of Operations
- 7. Suprajarto
  Director of Networks and
  Services
- 8. Sulaiman Arif Arianto
  Director of Commercial Business

- 9. Randi Anto
  Director of Compliance
- 10. Achmad Baiquni
  Director of Finance
- 11. A. Toni Soetirto
  Director of Consumer Business

# The Board of Commissioner's statement of responsibility for the 2012 Annual Report of PT Bank Rakyat Indonesia (Persero) Tbk

We, whose signatures appear below, hereby state that all the information in the 2012 Annual Report of PT Bank Rakyat Indonesia (Persero) Tbk has been comprehensively published and that we are fully responsible for the Company's Annual Report contents.

The undersigned

**Bunasor Sanim** 

President Commissioner and Independent Commissioner

Mustafa Abubakar

Vice President Commissioner

Heru Lelono

Commissioner

lermanto Siregar

Commissioner

Vincentius Sonny Loho

Commissioner

Independent Commissioner

Adhyaksa Dault

Independent Commissioner

Ahmad Fuad

Independent Commissioner

### The Board of Director's statement of responsibility for the 2012 Annual Report of PT Bank Rakyat Indonesia (Persero) Tbk

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The undersigned

Sofyan Basir

President Director

Sarwono Sudarto

**Director of Operations** 

Achmad Baiguni

Director of Finance

Sulaiman Arif Arianto

**Director of Commercial** Business

Lenny Sugihat

Director of Credit Risk Management

A.Toni Soetirto

Director of Consumer **Business** 

Asmawi Syam

Director of Institutional and State-owned Enterprises

**Business** 

Suprajarto

Director of Network and Operations

Djarot Kusumayakti

Director of Micro, Small and Medium Enterprises Business Randi Anto

**Director of Compliance** 

**Gatot Mardiwasisto** 

Director of **Human Resources** Management

# Company Profile





BRI is one of the largest banks in Indonesia, which also one of the biggest micro bank in the world.

The largest bank with 9,052 working units throughout Indonesia

# Company's General Information

Company Name : PT Bank Rakyat Indonesia (Persero) Tbk.

Type of Business : Banking

Establishment : 18 December 1968 based on Law No. 21 Year 1968

Shareholder's : Government of Indonesia 56.75%

composition Public 43.25%

Base Capital : Rp15,000,000,000,000

Issued and Fully Paid: Rp6,617,291,000,000

Capital

Listing : Indonesia Stock Exchange on 10 November, 2003, with

ticker name BBRI.

#### **HEAD OFFICE**

**BRI I Building** 

JI. Jend.Sudirman No. 44-46

Jakarta 10210

Tel: (62-21) 251-0244, 251-0254, 251-0264, 251-0269, 251-0279

Fax: (62-21) 250-0065,0250-0077

Website: www.bri.co.id

#### **CONTACT ADDRESS**

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Email:

humas@bri.co.id

Call center:

14017/(62-21) 500 017/5798 7400



## **Rating BRI**

STANDARD AND POORS (May 2012)						
Outlook	Stable					
Long Term Foreign Issuer Credit	BB+					
Long Term Local Issuer Credit	BB+					
Short Term Foreign Issuer Credit	В					
Short Term Local Issuer Credit	В					
MOODY'S (Janua	ary 2013)					
Outlook	Stable					
Bank Deposit	Baa3/P-3					
Bank Financial Strength	D+					
Baseline Credit Assessment	(Ba1)					
Adjusted Baseline Credit Assessment	(Ba1)					
FITCH (Octobe	r 2012)					
Long Term Foreign Currency IDR	BBB-, Stable Outlook					
Short Term Foreign Currency IDR	F3					
Support Rating Floor	BBB-					
Support Rating	2					
Viability Rating	bb+					
National Long Term Rating	AAA (idn), Stable Outlook					
Rupiah Subordinated Debt	A+ (idn)					
PEFINDO (June	e 2012)					
National Rating	id AAA, Stable Outlook					

# **BRI** in Brief

PT Bank Rakyat Indonesia (Persero) Tbk. ("BRI", "Bank", or "Company") is the oldest commercial bank in Indonesia, established on 16 December 1895 in Purwokerto, Central Java, As the oldest bank, BRI continues to serve the micro, small and medium business segment (MSME) consistently. In 2003 BRI went public and continued its commitment towards the MSME up until now. The Government of the Republic of Indonesia is the majority shareholder of BRI with 56.75% share, while the general public shareholder hold the remaining 43.25% of share. Supported with years of experience and solid capabilities in banking services, especially in the UMKM segment, for eight years in a row BRI successfully maintains its position as the bank with the biggest profit and holds second position in terms of asset within the nation banking industry. This achievement is a testimony of the effort and hard working of all the people of BRI, who continuously innovate and develop banking products and services for all business segments

With its reputation as a bank that serves the micro segment and deeply rooted within the Indonesian communities, BRI continually develops its services to suit the needs of the Indonesian people. This is evident in the continuous efforts of BRI to align its business with the recent demographic trend or urbanization which results in the emergence of satellite cities as the new economic hub all over Indonesia.

While remaining focus on the MSME segment, BRI unceasingly develops various consumer banking products and institutional services aimed at customer living in city area. This efforts are supported by unrelenting development of BRI's network and now BRI is the biggest bank in Indonesia in terms of network, with 9,052 operating units, including BRI New York Agency and BRI Hong Kong Representative Office, all of them linked real time on-line.

Other than developing conventional operating units, BRI also continuously develops e-banking services that give customer access to BRI's services via internet, telephone, Short Message Service/SMS, as well as via other e-channel services such as Automatic Teller Machine (ATM), Cash Deposit Machine (CDM), Electronic Data Capture (EDC), and Kiosk. In addition to strengthening its network infrastructures and e-banking technology, BRI also strives to provide banking services to small scale businesses at traditional markets all over Indonesia. Since end of 2009, these services has been provided by Teras BRI, through which BRI expects to reach micro and small entrepreneurs in traditional markets that so far have not been touched yet by banking services.

As a bank that operates among the people of the fourth most populous nation in the world, BRI always strives to become the first partner for the Indonesian people in their quest to develop their livelihood. This network strength of BRI is expected to support and deliver a sustainable growth in the years ahead, along with the enhancement of quality of live of the Indonesian people.

While remaining focus on developing conventional operating units, currently operates 9,052 working unit, BRI also continuously develops e-banking services, number of BRI's ATM reach 14,292 machine, the biggest ATM provider in Indonesia.

# Milestone

On 16 December, 1895, Raden Aria Wiriatmaja founded De *PoerwokertoscheHulp en Spaarbank der InlandscheHoofden in Purwokerto*, a mosque-based association whose function was to manage and disburse trusted fund with a very simple scheme to surrounding communities.

This organization experienced a number of name changes, from Hulp-en Spaarbank der Inlandshe Bestuurs Ambtenareen(1895), to De Poerwokertosche

HulpSpaar-en Landbouw Credietbank or Volksbank and Centrale Kas

Voor Volkscredietwezen Algemene (1912). In 1934, the name changed again to Algemene Volkscredietbank (AVB) until the period of Japanese occupation, when the name was changed to Syomin Ginko (1942-1945).

On 22 February, 1946, the Government of Indonesia issued Government Regulation No. 1 Year 1946 and changed the name *Syomin Ginko* to Bank Rakyat Indonesia (BRI), at which point it took the role as Government's front liner for the development of the national economy.

1946

1960

In accordance with Banking Law No. 7 Year 1992, BRI's legal status was changed to become PT Bank Rakyat Indonesia

(Persero).

2003

In accordance with Law No.
21 Year 1968, the Government
of Indonesia reestablished
the name Bank Rakyat
Indonesia with the status of a

The Government of Indonesia changed the name of the bank from BRI to Bank *Koperasi Tani Nelayan* (BKTN/ Cooperative Bank for Farmers and Fishermen).

1992

On 10 November, 2003, BRI became a Public Listed Company by listing its shares through an initial public offering (IPO) on the Jakarta Stock Exchange (now the Indonesian Stock Exchange/IDX)

1968

with the ticker name "BBRI". BRI shares are now part of the LQ-45 share index and have become one of the IDX's blue chip stocks.

2007

BRI acquired Bank Jasa Artha, which was later converted to become PT Bank BRISyariah.

2009

Succeeded in connecting all network, which at that time totaled 6,480 operating units, in real time on line connection.

2011

- On 11 January, 2011, the nominal share value was split to the ratio of 1:2.
- On 3 March, 2011, signing of the Deed of Acquisition of shares in PT Bank Agroniaga Ltd. between BRI and Dana Pensiunan Perkebunan (Dapenbun).
- On 16 December, 2011, signing of Instrument of Transfer and Bought and Sold Notes between BRI and PT Asuransi Jiwa BRIngin Jiwa Sejahtera for shares in BRIngin Remittance Co. Ltd. (Hong Kong).

2012

- BRI's ATM network of 14,292 machines, becoming the largest ATM network in Indonesia.
- On 12 December, 2012, Bank BRI obtained Certificate ISO 9001:2008 for quality system management in the field of "Provision of Payment Systems by RTGS, Clearing and Remittance".



# To Become a Leading Commercial Bank that Always Prioritizes Customer Satisfaction

# Mission

- To undertake the best banking operation, while prioritizing on providing service to the micro, small and medium segment (MSME) with a view to support the improvement of the people's economy
- To provide prime services to customers through a vast network and supported by professional human capital and reliable information technology, conduct risk management and guided by excellent Good Corporate Governance (GCG) practices
- To provide optimum benefits to all stakeholders

BRI vision and mission statements were approved by the Board of Directors and Commissioners and stated on the Board of Directors decree.

# Corporate Values

### Integrity

To be devoted, dedicated, honest, always maintaining our honor and good name, and to abide by the Banking Code of Conducts and Regulations that are in force.

#### **Professionalism**

To be responsible, effective, efficient and disciplined, and with a focus on the future to anticipate developments, challenges and opportunities.

#### **Customer Satisfaction**

To fulfill customer needs and to satisfy our customers by providing the best services with due regard to Company interests and with the support of employees that are skilled, friendly and love to serve, and supported by superior technology.

### Leadership

To consistently act in a fair way, with assertion and big-heartedness, and to not tolerate any action that is inconsistent with leadershipness.

### **Respect for Individual**

To recruit, develop and retain quality human resources and to treat individuals with trust, openness, fairness and mutual respect as part of the Company by developing an attitude of cooperation and partnership. To provide respect based on the results of individual efforts and team collaboration, in order to achieve synergy for the benefit of the Company.

These Corporate Values were stated on the Board of Directors' Decree No: S-16-DIR/SSS/SDM/04/99 on 26 April 1999.

# Products and Services

## **Saving Products**

- 1. BritAma Rupiah
- 2. BritAma Dollar
- 3. BritAma Junio
- 4. Simpedes
- 5. Simpedes for Migrant Workers
- 6. Haj Savings Account
- 7. BRI Rupiah Deposit
- 8. BRI Dollar Deposit
- 9. Deposit on Call (DOC)
- 10. GiroBRI Rupiah
- 11. GiroBRI Foreign Exchange

### **Loan Products**

#### Micro Credit

Kupedes

#### **Small Commercial Loans**

- 1. Cash Collateral Loan
- 2. Investment Loan (Kredit Investasi-KI)
- Working Capital Loan (Kredit Modal Kerja-KMK)
- 4. Export Loan
- 5. Construction Loan
- 6. BO-I Construction Loan
- 7. Franchise Loan
- 8. Petrol Station Loan

- 9. Warehouse Receipt Loan
- 10. Warehouse Ownership Loan
- 11. Petrol Station Bridging Loan
- 12. Coal Related Loans
- 13. Loan for Indonesian-Migrant Working Agency (PPTKI Loan) and Migrant Workers Loan (TKI Loan) Pre-Financing Loan
- 14. Pre-Financing Loan
- 15. Post-Financing Loan
- 16. Distributor Financing
- 17. Briguna Karya (Salary Based Loan for active employees)
- 18. Briguna Purna (Salary Based Loan for retirees)

#### **Consumer Credit**

- 1. Housing Loan
  - (Kredit Pemillikan Rumah-KPR)
  - Home Ownership program
  - Partnership Housing Loan
  - Individual Housing Loan
  - Subsidized Home Ownership Loan (KPRS)
- 2. Vehicle Loans (KKB)
  - Direct Vehicle Loan
  - Partnership Vehicle Loan
- 3. Multi-Purpose Loans (KMG)

#### People Business Loans (Kredit Usaha Rakyat-KUR)

- 1. Micro KUR
- 2. Retail KUR
- 3. Migrant Workers KUR
- 4. Crops KUR

#### **Medium/Corporation Loans**

- 1. Working Capital Loan (KMK)
- 2. Working Capital Loan for Export (KMK-E)
- 3. Working Capital Loan for Import (KMK-I)
- 4. Working Capital Loan for Construction (KMK-K)
- 5. Investment Loan
- 6. Syndicated Loan

#### **Programs Loan**

- 1. Loan for the Development of Bio Fuels and Revitalization of Plantations (KPEN-RP)
- Loan for Food and Energy Security (KKPE)
- 3. Loan for Members of Primary Cooperative (KPPA)
- 4. Warehousing (Subsidy and Commercial)
- 5. Cattle Breeding Business Ioan (KUPS)

PT Bank Rakyat Indonesia (Persero) Tbk. 2012 Annual Report



## **Bank Services**

#### **Business Services**

- 1. Bank Guarantee
- 2. Clearing

#### **Financial Services**

- 1. Bill Payment
- 2. Receipt of Deposits
- 3. Online Transactions
- 4. Transfers and Giro Transfers (LLG)
- 5. Visa on Arrival

#### Institutional

- 1. Online Payment of tuition fee
- 2. Cash Management

#### e-channel and e-banking

- 1. BRI ATM
- 2. BRI SMS Banking
- 3. BRI Phone Banking
- 4. BRI Internet Banking
- 5. e-BUZZ
- 6. BRI Kiosk
- 7. BRI Mini ATM
- 8. BRIZZI
- 9. MOCASH

#### **International Business Services**

- 1. Import Services
  - a. Issuing Letter of Credit
  - b. Issuing Amendments to Letter of Credit
  - c. Import Facilities
    - Pre-Import Financing (Suspension of Import Guarantees)
    - ii. Post-Import Financing (KMKI/Trust Receipt)
- 2. Export Services
  - a. Advice ona Letter of Credit
  - b. Letter of Credit Confirmation
  - c. Exportation Billing Services
    - i. Outward Documentary Collection
    - ii. Outward Clean Collection
  - d. Pre-Shipment Financing
    - i. Post-Shipment Financing (Draft Export Negotiation)
    - ii. Draft Export Measure Discount
    - iii. Draft Export Measure Rediscount

- 3. Refinancing Letter of Credit
- 4. Risk Participation
- 5. Banker Acceptance
- 6. USD Local Settlement
- Guarantee (Standby Letter of Credit)
- 8. Domestic Letter of Credit (SKBDN)
- 9. Bill Purchase Financing
- 10. Money Changer
- 11. BRI Remittance

#### **Treasury Services**

- 1. Foreign Exchange Transactions
- 2. Swap Transactions
- 3. Forward Transactions
- 4. Trustee Services
- Securities Selling Agent Services
- 6. Custodial Services
- 7. BRI Financial Institution Pension Fund (DPLK BRI)

## **Consumer Products**

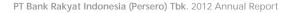
#### **Credit Cards**

- 1. Visa
- 2. Mastercard

#### **BRI Priority Banking**

#### Notes:

Descriptions of these products and services can be found in the Sub-Chapter, "Business Overview".



# Operational Area Map/Network



Thousands of BRI working units are spread throughout Indonesia, including three overseas of fices

BRI currently serves its customers through 9,052 working units and a widespread of e-channel network across Indonesia.

BRI operates seven levels of service offices, consisting of its Head office; 18 Regional Offices; 446 Branch Offices (including three overseas offices); 545 Sub-Branch Offices; 914 Cash offices; 5,000 BRI Units; 1,778 TerasBRI (Sub-Micro Outlets); and 350 Mobile TerasBRI Outlets.

In 2012, BRI added 15 Branch Offices; 43 Sub-Branch Offices; 44 Cash offices; 125 BRI Units; 500 TerasBRI and 250 Mobile TerasBRI Outlets. By examining their performance and business potential, 14 Sub-Branch Offices increased their scale of operations to become Branch Offices, 6 Cash offices became Sub-Branch Offices and 26 TerasBRI became BRI Units.



	2008	2009	2010	2011	2012
Head office	1	1	1	1	1
Regional Offices	14	17	18	18	18
Branch Offices	379	406	413	431	446
Sub-Branch Offices	337	434	470	502	545
Cash offices	179	728	822	870	914
BRI Units	4,417	4,538	4,649	4,849	5,000
Village Service Points	68	68	0	0	0
TerasBRI (Sub-Micro Outlets)		217	617	1,304	1,778
MobileTerasBRI				100	350
Total Operational Working Units	5,395	6,409	6,990	8,075	9,052
Inspection Offices	14	14	14	14	16
Total Working Units	5,409	6,423	7,004	8,089	9,068

# BRI's Network



Regional Office Makassar, South Sulawesi



Branch Office Cut Mutia, Jakarta



Sub-Branch Office Tugumulyo, Ogan Komeringllir, South Sumatra



BRI Unit Sikur, Selong, East Nusa Tenggara (NTT)





Cash office Gambir, Jakarta

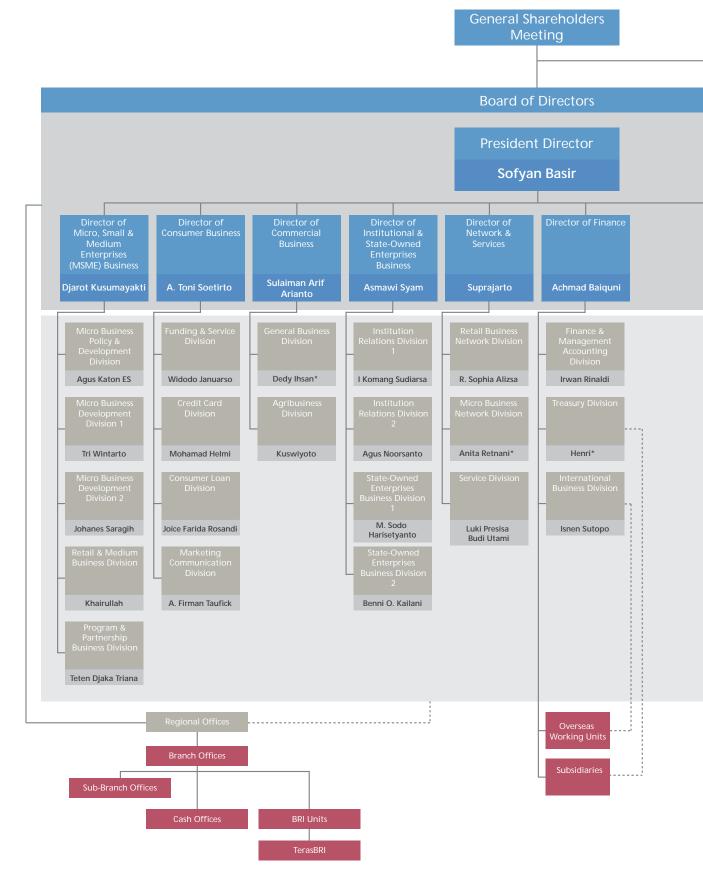


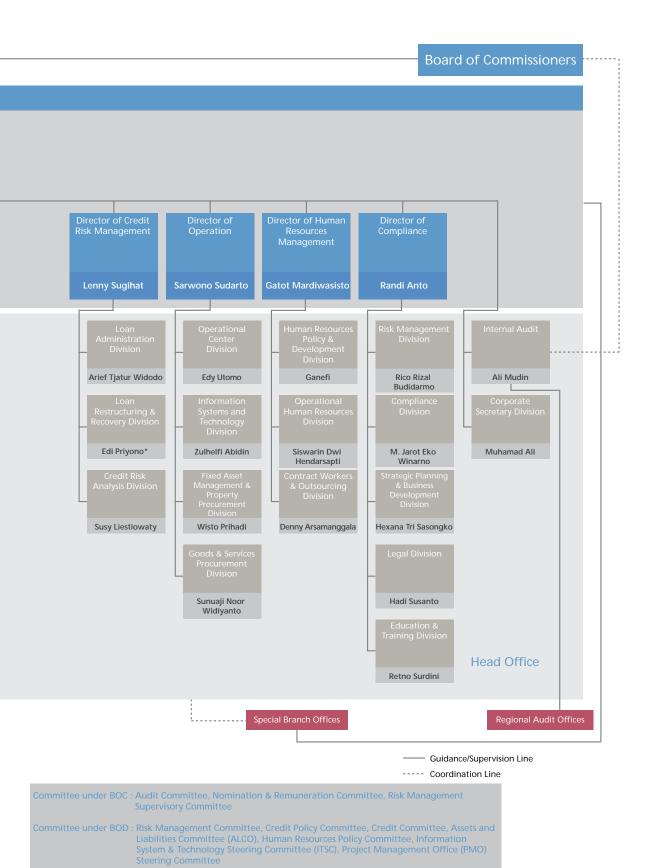
TerasBRI Mandalika, Mataram, West Nusa Tenggara (NTB)



Priority Service Center Semarang, Central Java

# Organizational Structure

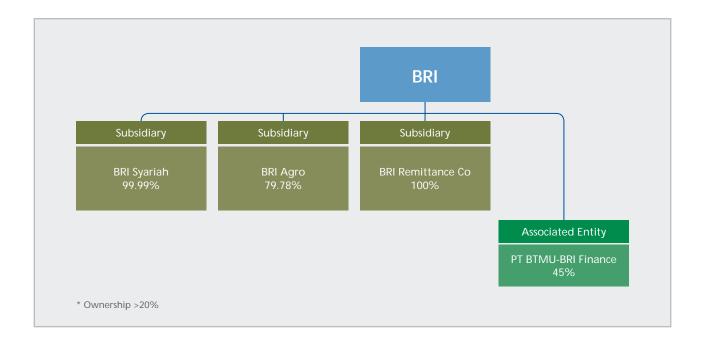




\*Caretaker

# Subsidiaries and Associations

Company Name	Type of Business	BRI Inclusion Date	BRI Ownership Percentage	Commenced Operations	Address
SUBSIDIARIES					
PT Bank BRI Syariah	Syariah Commercial Bank	19 December 2007	99.99%	16 October 2008	Jl. Abdul Muis No. 2-4, Jakarta
PT Bank Rakyat Indonesia Agroniaga Ltd.	National Private Bank	3 March 2011	79.78%	8 February 1990	Plaza GRI JI. HR. Rasuna Said Blok X2 No.1, Jakarta
BRI Remittance Co.Ltd	Remittance Company	16 December 2011	100%	7 April 2005	Lippo Center, Tower II, Room 1115, 11/F, 89 Queensway, Admiralty, Hong Kong
ASSOCIATED ENTITIES					
PT BTMU-BRI Finance	Financing	1 August 1983	45.00%	1 August 1983	Wisma 46 Floor 10- Kota BNI, Jl.Jenderal Sudirman Kav. 1, Jakarta



# Capital Market Supporting Institutions & Professions

#### **Public Accountant**

Purwantono, Suherman, &Surja (Ernst & Young) Indonesian Stock Exchange Building Tower 2, Floor 7 Jl. Jend. Sudirman Kav. 52-53 Jakarta 12190 Tel: (62-21) 5289 5000

#### **Share Registrar**

PT DatindoEntrycom

Jl. Jend. Sudirman Kav. 34-35 Jakarta 10220 Tel: (62-21) 570 9009

# Indonesian Central Securities Depository (KSEI)

Indonesia Stock Exchange Building Tower I, Floor 5 Jl. Jend. Sudirman Kav. 52-53 Jakarta 12190

Tel: (62-21) 5299 1003 Fax: (62-21) 5299 1129

### **Rating Agencies**

PT Pemeringkat Efek Indonesia (Pefindo) Panin Tower Senayan City Floor 17 Jl. Asia Afrika Kay. 19. Jakarta

#### PT Fitch Rating Indonesia

Prudential Tower Floor 20 Jl. Jend. Sudirman Kav. 79, Jakarta 12190 Tel: (62-21) 5795 7755 Fax: (62-21) 5795 7750

#### Moody's Singapore Pte. Ltd.

50th Raffles Place #23-06 Singapore Land Tower, Singapore 048623

#### Standard & Poor's

Fax: (65) 6438 2321

30 Cecil Street #17-01/08 Prudential Tower, Singapore 049712 Tel: (65) 6438 2881

# Access Information

Information on shares, the latest news and general information about the Company can be obtained from:

#### **CORPORATE SECRETARY**

BRI I Building
Jl. Jenderal Sudirman No. 44-46
Jakarta 10210 - Indonesia
Tel: (62-21) 575 1966
Fax: (62-21) 570 0916

Website: www.bri.co.id Email: humas@bri.co.id At the end of 2012, BBRI was priced at RP6,950 per share, sixteen times higher than the initial public offering (IPO) price.

BRI's market capitalization was valued at Rp169.74 trillion, the sixth-largest on the Indonesia Stock Exchange (IDX), and the stock is included on the LQ45 Index.

BBRI share price 16X higher than the IPO price

BRI Market Capitalization

Rp169.74 trillion



# Information for Investors



### **Stock Summary**

#### (Graph: Development of BRI Share Price and Trading Volume)



#### **BRI Share Price Development**

Calendar Year	Share Price				Total Shares	Transaction Volume	Val	ue	Market Capitalization
	Opening	Highest	Lowest	Closing			Frequency (Times)	(Rp trillion)	(Rp trillion)
	'	(Rp					'		
2011*	5,250	7,250	4,525	6,750	24,669,162,000	9,245,899,500	620,745	56.58	164.85
Quarter I*	5,250	5,375	4,525	5,750	24,669,162,000	2,561,502,500	151,173	13.90	140.43
Quarter II	5,750	6,600	5,650	6,500	24,669,162,000	1,961,571,500	123,095	12.30	158.75
Quarter III	6,500	7,250	5,000	5,850	24,669,162,000	2,812,699,500	187,527	18.02	142.87
Quarter IV	5,850	7,050	5,150	6,750	24,669,162,000	1,910,126,000	158,950	12.36	164.85
2012	6,850	7,850		6,950	24,669,162,000	7,909,920,000	510,037	53.41	169.74
Quarter I	6,850	7,250	6,400	6,950	24,669,162,000	2,084,086,000	139,315	14.17	169.74
Quarter II	7,000	7,150	5,150	6,350	24,669,162,000	2,500,207,500	152,642	15.61	155.08
Quarter III	6,400	7,550	6,250	7,450	24,669,162,000	1,719,729,500	108,461	11.97	181.95
Quarter IV	7,450	7,850	6,800	6,950	24,669,162,000	1,605,929,500	109,619	11.66	169.74

<sup>\*</sup>share price after stock split on January 11, 2011 with 1:2 ratio



### **Bond Summary**

#### **Subordinated Bonds Chronology**

Description	Issue Date	Term	Issue Value (Rp)	Maturity Date	Coupon	Rating	Listing	Outstanding (Rp)
Subordinated Bonds I	9 January 2004	10 years (Buyback option in year 6)	500,000,000,000	9 January 2014	<ul> <li>13.5% per annum (years 1 through 6)</li> <li>23.5% p.a. (year 7 through 10)</li> </ul>	id AA+ (Pefindo)	Surabaya Stock Exchange	Settlement on 11 January 2010
					paid quarterly			
Subordinated Bonds II	22 December 2009	5 years	2,000,000,000,000	22 December 2014	10.95% p.a. (year 1 through 5) paid guarterly	A+ (idn) (Fitch)	Indonesia Stock Exchange	2,000,000,000,000

## **Share Listing Chronology**

Year	Share Ownership		Nominal (Rp)	Year-End Total Shares	Year-End Capital Value	Inforr	mation		
	Governme	nt	Public		(-1-7	Exercised	Exercised (Rp million)		
	Total	%	Total	%					
2003	7,000,000,000	59.50	4,764,705,000	40.50	500	11,764,705,000	5,882,353	IPO on 10 Nover Total shares afte 11,764,705,000 (	r IPO
2004	7,000,000,000	59.07	4,850,090,500	40.93	500	11,850,090,500	5,925,045	Exercise MSOP	85,385,500
2005	7,000,000,000	58.16	5,035,700,500	41.84	500	12,035,700,500	6,017,850	Exercise MSOP	185,610,000
2006	7,000,000,000	56.97	5,286,421,500	43.03	500	12,286,421,500	6,143,211	Exercise MSOP	250,721,000
2007	7,000,000,000	56.83	5,317,800,500	43.17	500	12,317,800,500	6,158,900	Exercise MSOP	31,379,000
2008	7,000,000,000	56.79	5,325,299,500	43.21	500	12,325,299,500	6,162,650	Exercise MSOP	7,499,000
2009	7,000,000,000	56.77	5,329,852,500	43.23	500	12,329,852,500	6,164,926	Exercise MSOP	4,553,000
2010	7,000,000,000	56.75	5,334,581,000	43.25	500	12,334,581,000	6,167,291	Exercise MSOP	4,728,500
2011	14,000,000,000	56.75	10,669,162,000	43.25	250	24,669,162,000	6,167,291	Stock split 1:2 on	11 January 2011
2012	14,000,000,000	56.75	10,669,162,000	43.25	250	24,669,162,000	6,167,291		

### **Stock Split**

BRI effectively performed a Corporate Action in the form of a Stock Split on 11 January 2011 with a ratio of 1:2, so that the nominal share value changed from the initial Rp500 to Rp250 per share. A chronology of share listings in relation to this corporate action is as follows.

Explanation	Shareh	older (number	Nominal (Rp)	Total Number of Outstanding Shares		
	Government		Public		(1(p)	Outstanding shares
	Amount		Amount			
Before Stock Split	7,000,000,000	56.75%	5,334,581,000	43.25%	500	12,334,581,000
After Stock Split	14,000,000,000	56.75%	10,669,162,000	43.25%	250	24,669,162,000

### **Management Stock Option Plan**

In accordance with the decision taken at an extraordinary AGM on 3 October 2003, BRI administered a Management Stock Option Plan (MSOP). A total of 588,235,250 shares were issued during the MSOP.

The MSOP was carried out in three stages, namely MSOP Stage I, MSOP Stage II and MSOP Stage III. The implementation of MSOP Stages I and II referred to an earlier Bapepam-LK regulation, while the implementation of MSOP Stage III referred to Bapepam-LK Regulation No. IX.D.4 and Indonesia Stock Exchange (IDX) Regulation No.1-A Attachment to the Decision by Directors of the Jakarta Stock Exchange (JSX) No. Kep.305/BEJ/07-2004 on Share Listings. Each stage of the MSOP had a vesting period of one year. The number of MSOP shares exercised by the completion of all the MSOP stages totaled 569,876,000. The execution of this option resulted in additional equity of Rp1,366,089,110,750.

The exercise periods for MSOP Stages I, II and III ended on 9 November 2008, 9 November 2009, and 9 November 2010, respectively. At the end of each of the exercise



Total number of exercised BRI MSOP shares

periods, 4.30 million shares had not been exercised during MSOP Stage 1, 5.25 million during MSOP Stage II, and 8.82 million during MSOP Stage III.

The completion of the MSOP Stage III implementation period om 9 November 2010 ended the BRI MSOP program that had begun with BRI's IPO on 10 November 2003.

#### **MSOP Stages**

MSOP Stage	Number of MSOP Shares	Composition	MSOP Stage Start Date	MSOP Stage End Date	Exercise Price Per Share	Exercised Shares
Stage I	235,294,100	40%	10 November 03	9 November 08	962.50	230,999,000
Stage II	235,294,100	40%	10 November 04	9 November 09	1.750.00	230,047,000
Stage III	117,647,050	20%	10 November 05	9 November 10	In accordance with Bapepam-LK and IDX terms	108,830,000
Total	588,235,250					569,876,000

#### **Additional Capital from MSOP**

(in Rp million)

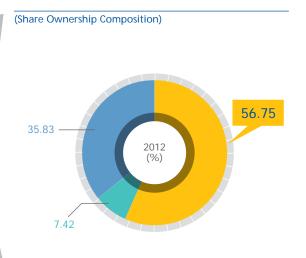
	Stage I	Stage II	Stage III	Total
Exercised Capital	115,500	115,024	54,415	284,938
Agio	106,837	287,559	474,490	868,886
Other Capital (Shares x option value)	27,117	80,889	10,259	212,265
Total	249,454	483,471	633,164	1,366,089

#### **Composition of Shareholders**

As of the end of 2012, the total number of BRI shareholders stood at 17,065, an increase of 42.15% compared with end of 2011, which totaled 12,005. The Government of the Republic of Indonesia remains BRI's majority shareholder with 56.75% ownership, while the remaining 43.25% is publicly owned with respective shareholdings not exceeding 5%.

56.75%

BRI shares owned by the Government of Indonesia





		2012	
	Total Shareholders	Total Shares	Composition (%)
State	1	14,000,000,000	56.75
Public	17,064	10,669,162,000	43.25
National Investors	15,376	1,831,330,849	7.42
Individuals	11,617	267,451,062	1.08
Employees	3,230	94,326,500	0.38
Government	1	318,000	0.00
Institutions	555	1,469,235,287	5.96
Cooperatives	3	31,500	0.00
Foundations	25	21,681,000	0.09
Pension Funds	193	208,766,700	0.85
Insurance	58	394,948,500	1.60
Limited Companies	138	429,152,137	1.74
Mutual Funds	138	414,655,450	1.68
Foreign Investors	1,688	8,837,831,151	35.83
Individuals	48	1,355,500	0.01
Foreign Business Entities	1,640	8,836,475,651	35.82
Total	17,065	24,669,162,000	100.00

### Capital Market Conditions and Share Performance

Capital market conditions in Indonesia continued to be affected by state of the global economy, which remained weak. This can be seen from the 8.79% drop in the value of daily transactions, which in 2012 amounted to Rp4.55 trillion as opposed to Rp4.95 trillion in 2011, as well as the declining of the value of foreign transactions .

Nevertheless, on the closing day of 2012, the Indonesia Stock Exchange's (IDX) Jakarta Composite Index (JCI) recorded a closing level of 4,316.69, which was a 12.94% increase from the index level of 3,821.99 at the end of 2011. In addition, the frequency of daily transactions also rose by 7.36% to 113,454 transactions. Another encouraging development, despite 2012 being overshadowed by the global crisis, was the entry of 23 newly listed companies onto the exchange. This showed the continued high interest among investors to invest their funds in Indonesia's capital market.

All these developments pushed stock market capitalization on the IDX to Rp4,127 trillion, up by 16.67% from Rp3,537 trillion at the end of 2011. This made the ratio of stock market capitalization to gross domestic product (GDP) climb to 55.6% from the previous year's 46.7%. Considering that the global economy is expected to recover in 2013, according to the research of International Monetary Fund (IMF), ratings agency McKinsey and other economic experts, capital stock market conditions in Indonesia in 2013 are predicted to be more attractive.

#### **BRI Share Performance**

BRI shares, with the ticker code BBRI, were listed and began to be traded on the IDX (formerly JSX) on 10 November 2003. Currently, besides being traded on the main board, BBRI shares are registered as blue chip shares on the LQ 45 (45 of the most liquid shares on the IDX), the Jakarta Islamic Index, the Business-27 Index, the Kompas 100 Index and the Sri Kehati Index.

Similar with the exchange's conditions in 2012, BBRI shares price fluctuated in line with the economic developments and global capital market sentiment. Fluctuations in the BBRI share price during 2012 ranged from a low of Rp5,150 to its highest listed price of Rp7,850. The volume of transactions also decreased 14.45% to total 7,909.9 million shares.

As one of the leading stocks with market capitalization of Rp169.74 trillion as of the end of December 2012, BBRI shares was affected by market sentiment in which investors became more cautious about the performance of financial stock. As we know, the global economic crisis during the last few years emanated from financial crises that hit Europe and the United States. Given that the global financial market and the banking sector are more integrated nowadays, any shock to the sector will rapidly be responded by capital market investors.

In the second quarter, BBRI stock price along with global stock market index experienced a sharp decline as the result of the news of the failure of European Union to agree on efforts to tackle budget deficits in several member. This caused fairly sharp falls on capital market indexes around the world.

At the end of the second quarter, BBRI shares price also experienced a decrease of 28.9% to Rp5,150 from its highest level during the first half of the year of Rp7,250, while trade volume increased due to the number of investors trying to get out of the stock market.

However, with the world economy beginning to show signs of recovery and increase in demand for Chinese goods, along with growth in the Indonesia economy, the BBRI stock price start showing an increasing trend. Improvements in BRI's performance, reflected by improved credit risk, prudent credit enhancements and increased net income as well as BRI continuing focus on the MSM segment, which routinely informed to the market players, attracted a positive response from investors. This resulted in 2012, BBRI shares price closing at Rp6,950, 2.95% higher than 2011.

### **Dividends and Dividend Policy**

BRI dividends were distributed following shareholder approval at the Annual General Meeting (AGM) of shareholders. The distribution of dividends was conducted by considering a number of factors, such as the financial health of the Company and the Company's funding needs for business expansion.

In accordance with the shareholder approval at the AGM on 28 March 2012, BRI paid out final dividends for the 2011 fiscal year of 20% of net income or Rp3,016,587,862,754. The 20% ratio of these dividend payments was the same as that for the 2010 fiscal year, as decided by the AGM in 2011. The dividend value per share, which was paid on 15 May 2012, was Rp122.28, an increase of 31.5% from the dividend value per share for 2010 of Rp93.01.

### **BRI Dividend Payment**

Dividend Year	Payment Date	Amount of Dividend (in billion Rp)	Dividend per Share* (Rp)	Dividend Payment Ratio
2003	23 July 2004	990	42.1	75.01%
2004	5 July 2005	1,816	76.47	50.00%
2005	10 July 2006	1,904	78.09	50.00%
2006	2 July 2007	2,129	86.52	50.00%
2007	7 July 2008	2,419	98.17	50.00%
2008	3 July 2009	2,085	84.41	35.00%
2009	1 July 2010	2,192	88.91	30.00%
2010	15 July 2011	2,294	93.01	20.00%
2011	15 May 2012	3,017	122.28	20.00%

<sup>\*</sup> Dividend per share data relates to dividends following the Stock Split with a 1:2 ratio on 11 January 2011

In 2009 and 2010, BRI conducted interim distributions of dividends with an individual share price of Rp45.74 in 2009 and Rp45.93 per share in 2010. These interim dividends were carried out in accordance with Law No. 40/2007 on Limited Companies. The amount of these interim dividends is included in the calculation of final dividends as detailed above.

### **Interim Dividend Payments**

Dividend Year	Payment Date	Dividend per Share (Rp)
2009	16 December 2009	45.74
2010	December 2010	45.93

BRI's dividend distribution policy was set out in the IPO Prospectus, namely in the Dividend Distribution section, which says that BRI will provide dividends with respect to its financial condition and business development plans, and that the size of the dividend payout ratio and/or the amount of dividends each financial year will be determined in the shareholders' AGM.

### **Subordinated Bonds**

In December 2009, BRI issued Subordinated Bonds II in rupiah with a term of 5 (five) years and 10.95% interest rate, and listed on 22 December 2009. Fitch gave an A+rating for this subordinated bonds and BRI accumulated funds totaling Rp2 trillion from the bond issuance.

Nominal dividend for the 2011 fiscal year, which were distributed in 2012, is Rp122.28 per share, an increase of 31.52% from the year before.

After deducting expenses and in accordance with Bank Indonesia provisions, the funds raised from this Subordinated Bond Public Offering were used by the company as supplemental capital for the credit expansion.

BRI did not issue bonds or any other debt securities during 2012.



## Operational Overview





A consistent implementation of good strategies as well as manageable operational efficiency have resulted in an optimal performance of BRI's business

Operating Expense to Operating Income

59.93%\*

\*Bank only

## Prospects and General Strategies

### **Prospects**

In 2012, the economic slowdown in the United States and European nations began to restrain the rate of growth in emerging market nations, specifically affecting exports from nations with lower commodity prices and trading volume. However, in 2013, the global economy is projected in better condition. World economic growth in 2013 is projection at 3.4 percent, slightly higher than the 3.1 percent growth rate projected for 2012. These projections are likely to be achieved if the impact of US government policy to reduce budget deficit (fiscal cliff), the weakening growth of China & Japan and the European crisis can be minimized.

In 2013, consumption and strong investment are expected to be major contributor for Indonesia's economic growth which driven by the increasing middle class and productive ages population. Exports are also expected to grow, in line with the improving economy of some of the nation's major trading partners and also to diversify trading activities to countries other than Europe and the United States. However, these plans remain shadowed by uncertainties in global economic conditions. Given these situations, the Government estimates that Indonesia's economy will grow within the range of 6.3 to 6.8 percent (Source: Bank Indonesia), with inflation level remaining in the range of 4.5 percent  $\pm$  1 percent.

In Indonesia, Ioan to GDP ratio is 31.2 percent, which is far below that of other South East Asian countries, indicating that banking penetration in the

nation is still low. In addition, according to the data released by the Mlnistry of Cooperatives and Small and Medium Enterprises, Indonesia had more than 55 million micro, small and medium entrepreneur. Geographically, economic growth outside the island of Java has been higher than the growth on Java, and has driven the overall economic growth in Indonesia. These factors show the large potential for growth in the Indonesian banking industry, especially for banks such as BRI that focus on the micro, small and medium enterprises segments.

Based on the above conditions, Indonesian banks should prepare strategies to improve their business performance with a managable level of risk. In facing of external challenges and managing business prospects in the upcoming period and also to achieve its goal in 2013 as the bank with the highest growth in micro, small and medium (MSM) segment in Indonesia – Bank BRI has reviewed and developed strategies for its future business growth. The bank's business focus will be on increasing number of qualified customers in the MSME segment, increasing its number of e-channel and e-banking users, increasing transaction-based fee which contributes to the increase in fee-based income, establishing professional human resources, as well as overseas market expansion.

### Strategic Plan for 2013

To support its general strategies in 2013, BRI has developed strategies which taking into account the core competencies that have been mastered by management at all level, i.e., at the head office level, the regional level and at working units. In addition, projections for the Indonesian economy related to the upcoming general, elections for 2014 and the implementation of regional policies, such as the ASEAN Economic Community in 2015, have been taken into consideration. BRI believes that by implementing those strategic positioning in Indonesian banking industry with strong basis of its core competencies that have been long developed and



With its focus on the development of MSME segments and domestic economy orientation, BRI believes to have a prospective business performance.

mastered, the bank will be able to achieve if optimal performance in coming years, with the source income derived from interest and fee-based revenue.

BRI will grow It's asset prudently in accordance with the availability of capital, the speed of employee recruitment, information technology development and policy changes from regulators. By taking into account these factors, BRI's policy direction for 2013 will be as follows:

- Developing its potential for fee-based income and increased interest income by:
  - a. Focusing loan disbursement on the MSME segment and optimize the penetration to corporate segment that which provides trickledown business for the MSME segment through their business activities.
  - Maintaining an optimal composition of low cost of fund (demand deposit and savings) in accordance with the economic conditions and BRI's business development.
  - c. Expanding its network and increasing banking services activities to increase fee-based income.
- 2. Business expansion through market penetration, market development and product development strategies, namely:
  - Market penetration, i.e., optimal positioning of BRI, which has the nation's largest customer base and network that is connected in real-time online across Indonesia, through:
    - Increasing cross-selling and integrated marketing activities in selling bank products and services.
    - Optimizing the capacity of its network to strengthen BRI's competitive advantages in the MSME's segment.
    - Improving the quality of the bank's products and services to maintain and enhance customer loyalty.
    - Improving BRI'se-channel, both quantitatively and qualitatively.
  - b. Market development, i.e., providing banking services to Indonesian people in all level by selectively entering markets that have been previously unserved by BRI, through:

- Optimizing the bank's customer base and network to attract new customers and develop potential new markets.
- Developing potential networks overseas.
- c. Product Development, e.g., complementing existing products with new features and creating new products to maintain BRI's competitiveness in the financial industry. Steps to be taken include:
  - Cooperation with non-bank financial institutions for product bundling.
  - Product development for loans and savings schemes with customized features to meet customer needs.
- Preparation for Basel III, particularly regarding capital structure, through the optimization of the bank's loan portfolio with respect to efficient capital allocation, improved asset quality and capital strengthening.
- Realizing the concept of financial inclusion through the accessibility of financial services through network expansion which in line with business potential. The opening of the new outlets will be done selectively.
- To support sustainable business growth projections, BRI will open conventional outlets and e-channels selectively, taking into account internal and external factors.
- 6. In line with its corporate strategy, BRI will prioritize recruitment of business and marketing position. In addition, BRI will make improvements to its career-development policies with a talent-management system and will optimize its existing assessment center as a development center. Improvements to the bank's reward and punishment system were also made to encourage worker productivity, taking into account employment regulations, market conditions and the financial capabilities of the company.

The strategic plan applied to each of the operating segments, can be found in detailed overview of each business segments in the "Business Overview" section.

## Human Resources Management



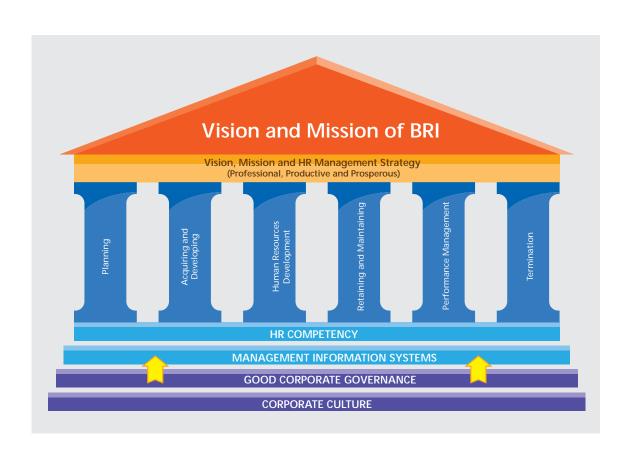
The implementation of BRI's HRM strategy is based on competencies, performance and effective communications to form a line of professional, productive and prosperous human resources as the main asset of the company.

## The Architecture of BRI's HR Program

BRI's strategic human resource management is will be detail described in a road map for HRM that is set out every 5 (five) years and adjusted to the needs of the company. The HRM working program for 2012 includes:

- 1. Improving career guidance policies
- 2. Improving the performance management system
- 3. Improving compensation and benefits policies
- 4. Integrating HRM with information technology
- 5. Policy changes related to discipline

The above programs are part of BRI's HRM architecture and was compiled in a comprehensive, systematic and scalable manner, starting from planning, acquiring, developing, retaining, maintaining, performance management to termination. With the support of the management information systems which enable the integration of business process management with HRM, information and data can be presented accurately and comprehensively.



### Developing Competency and Professionalism

BRI developed its manpower planning that will make it able to integrate its HR needs precisely and accurately in accordance with the company's planning and strategies. The HR planning process was aimed at ensuring that BRI's Corporate Plan (long-term), Bank Business Plan (medium-term) and Work Plan (Short-term) and Corporate Budget Plan (RKAP) were aligned with the Company's unique characteristics which focus on SMEs that supported by a large number of workforce in which the number of marketing staff is larger than the number of non-marketing personnel.

### **Human Resources Recruitment**

Given the unique characteristics of the company that focus on MSMEs, along with a rapid growth in both business development and operational network, BRI is fulfilling those positions through the promotion and rotation of workers and the recruitment and selection of internal and external candidates, according to the needs of the Company. The implementation process was done in an objective, transparent, fair and equitable manner, without discrimination, which

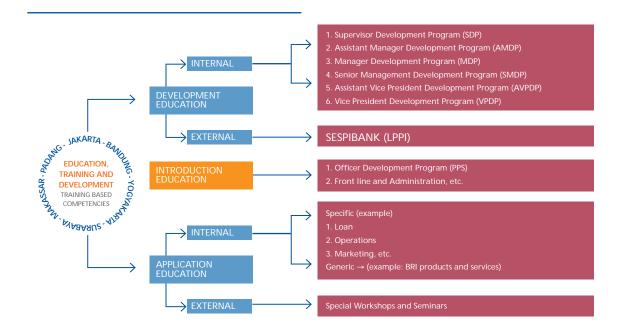
taking into account the quality and basic competencies of candidates, through officer development programs (PPS) to develop a candidate of BRI leaders; and regional officer development programs (PPRS) to develop future BRI leaders in eastern Indonesia; through the delegation of recruitment authority to the Regional Office level; through participating in or holding job fairs at several institutions and universities; and through conducting recruitment and employee selection online.

Through its recruitment strategy, BRI has increased its number of workers by 13,855 in 2012, comprising 509 PPS BRI, 8,536 Marketing employees, 652 supporting employees and 4,158 outsourced employees.

#### Learning and Development

BRI provides adequate and equal opportunities to all employees to develop themselves and their careers through improved knowledge and skills.

In carrying out competence, skills and career development, BRI has given an equal rights to all workers, regardless of religion, race, class, gender, and physical condition. Broadly speaking, the program development for BRI employees can be summarized by the chart below:



Training is held to improve employee's competence so that people with excellent talent are ready to occupy strategic positions in the company

In addition to comprehensive training, BRI supported the career development of employees through implementation of specific training, enrichment, job enrichment and job enlargement. Career development used a talent pool system that involved the support of IT systems as part of the development of the Talent Management System. Several training programs were held in 2012 as follows:

### **Education, Training and Development Programs and Participants for 2012**

	<u> </u>	
Type o	of Education	
A. Dev	velopment Education	
1.	Supervisor Development Program	3,641
2.	Assistant Manager Development Program	3,441
3.	Manager Development Program	257
4.	Senior Manager Development Program	65
5.	Assistant Vice President Development Program	93
6.	Vice President Development Program	32
То	tal	7,529
	oduction Education	
1.	Officer Development Programs	1,210
2.	Frontliner and Administration	11,533
3.	Marketing	10,601
4.	Administration	817
5.	Auditing	306
То	tal	24,467
C. App	olication Education (MOVE LEFT)	
1.	Credit	8,102
2.	Operations	13,567
3.	Marketing	6,582
4.	Public Courses	134,459
5.	Certifications	988
6.	Others	15,101
7.	Risk Management	842
То	tal	179,641

The bank's training program was aimed at improving competency to create superior and talented employees who are ready to occupy strategic positions in the company.

In addition to an intensive training, employees were also given public courses according to the needs of their jobs to achieve a minimum employee education requirement of one training program per year.

### **HR Competency Development Fund Allocation**

During the year 2012, no less than 500 training and development programs, both general and specific, were held by BRI for 211,637 participants. The total investment to increase employee competence and professionalism was Rp484.9 billion. The ratio of the cost of training to personnel costs in 2012 was 5.26 percent, higher than 5.16 percent in 2011. This indicates that in 2012 BRI provided more opportunities for its employees to develop their competencies through various training programs.

#### **Retention and Maintenance**

To attract potential job candidates, to retain competent employees and to increase motivation and appreciation, BRI has a variable compensation program of incentives and bonuses for workers who reach and exceed performance targets. In addition, each year there are Principal Wage Increases based on performance (Merit Increases) with respect to the achievement of the company's income nationally.

The improvement of the compensation policy as described above was implemented by BRI with due respect to fairness. In addition to providing compensation and facilities to employees during their employment relationship, BRI also provides similar compensation after the end of the employment relationship is ended.

**Employee Welfare** 

The minimum wage paid to employees was already above the minimum wage prevailing in each region where the Company operated. In addition, BRI provides health insurance benefits, and religious holiday bonuses, includes permanent employees in the retirement and pensions with fixed benefits program and protects employees from health risks and accidents through enrollment in relevant insurance programs. The corporate contributions to retirement programs, health protection and accident programs reached 7.9 percent of total personnel costs.

### The Financial Impact of Human Resources Management

An increasing number of employees and the fulfillment of their rights led to an increased allocation of operational funds for workers. For the year 2012, labor costs reached Rp9.21 trillion, an increase of 10.7

percent over total labor expenditure allocations in 2011, which were Rp8.33 trillion. However, BRI views the allocations as a justified investment. The benefit measurement of employees' costs and investments is done by calculating labor productivity ratios and training expenditure ratios.

BRI's labor productivity ratio (earnings divided by number of employees) in 2012 amounted to Rp255.02 million per worker, higher than 2011, when the ratio was Rp164.6 million per worker, showing an increase in labor productivity in the achievement of corporate profits.

### **Industrial Relations**

Workers have been guaranteed their rights of association, assembly and expression with the formation of the BRI Workers Union (SP-BRI), which was registered with the South Jakarta Manpower and Transmigration Office under record number 357/I/P/V/2005 dated May 17, 2005. Policies related to the rights and obligations of workers are always developed with the involvement of trade unions. To ensure workers' rights, the Company and the Union have signed collective bargaining agreements 5 (five) times every 2 years.



Workers rights to unite, assemble and express their opinions are guaranteed



In addition to collective bargaining agreements, BRI has formed a Bipartite Cooperation Forum, which aims to align the interests of the company and the interests of workers and to resolve worker grievances. In addition, to minimize the communication barriers between Workers with the Company, the Company has had a Whistle Blower System since March 12, 2009 that is monitored by the CEO.

### **HR Profile of BRI**

At the end of 2012, the total number of workers employed by BRI was 72,625, an increase compare to 40,044 recorded at the end of 2011. This large increase in employee numbers in 2012 was accompanied by an increase in the business activity and operations of the bank, including an increase in the number of BRI service units spread throughout Indonesia and a change in the employment status of BRI front liners, especially for Teller and Customer Service workers, from outsourced to contract status. This is consistent with Bank Indonesia Regulation 13/25/PBI/2011 dated December 9, 2011 on Prudential Principles for Commercial Banks to Transfer Work to Other Parties.

Status	2010	2011	2012
Permanent	33,296	33,357	34,936
Contract	2,441	4,780	36,155
Pension Preparation Period (MPP)	996	944	791
Trainee	911	963	743
Outsourced	38,068	45,486	30,789
Total Number of BRI Employees	75,712	85,530	103,414

In terms of education, the majority of BRI's workers are holding at least diplomas or college degrees, and their numbers are increasing, while the number of employees holding only junior and senior high school degrees has decreased. The composition of BRI's workers by education and position level is as follows:



## The employee turnover rate for BRI is 1.14 percent

### **Number of Workers by Educational Level**

Education	2010	2011	2012
Strata 3 (Doctorate)	2	5	7
Strata 2 (Master's)	1,107	1,034	1,073
Strata 1 (Bachelor's)	23,691	26,780	39,591
Diploma	4,053	4,847	25,915
SLTA/Equivalent	8,749	7,334	6,017
SLTP/Equivalent	42	44	22
Total Number of BRI Employees*	37,644	40,044	72,625

<sup>\*</sup>Excludes outsourced employees

### **Number of Workers by Organizational Level**

Position	2010	2011	2012
Executive Vice President	70	67	67
Vice President	101	103	106
Assistant Vice President	382	380	429
Senior Manager	575	584	633
Manager	554	582	581
Assistant Manager	3,318	2,925	3,295
Officer	10,510	10,662	10,998
Assistant	22,134	24,741	56,516
Total Number of BRI Employees *	37,644	40,044	72,625

<sup>\*</sup>Excludes outsourced employees

#### **Turnover Rate**

During the year 2012, 393 workers resigned or stopped working, mostly through retirement. Thus, BRI's turnover rate of 1.14 percent can be considered very low as the result of the creation of a congenial working environment. For this reason, BRI is committed to maintain a good working environment to create a healthy situation that is safe, and comfortable and encourages a spirit of work and innovation at all levels of BRI's employees.

### Integrated human resources management

With operations distributed over a wide area and a large number of human resources, the efficient and accurate management of human resources is a challenge for BRI. Therefore, BRI has developed an integrated Management Information System (MIS) that serves as a HR database, fulfilling employees rights, providing information related to HR policies related to employee's rights, and developing convenient channels of communication between employees and management. The HR MIS is the foundation for the development of office automation and the implementation of an Employee Self Service (ESS) system with the goal of efficiency in every aspect of human resource management.

Along with the development of BRI's operational activities and the need for more up-to-date and accurate human resource management information, BRI has developed a variety of new applications, including:

- System and Products in Data Processing, a program for managing and processing the entire database of employee rights;
- 2. CV Offline, a program to provide employee data base that fast and in a flexible manner;
- Online Performance Management System (CMS Online), a program to help workers to prepare themselves for the development plans (SSR) and for the guidance and evaluation at the end of the year; and
- HR formation and Fulfillment Application to provide comprehensive data for BRI's working units throughout Indonesia.

These programs are required to complement previous applications, such as the HR Call Center, the HR Web Portal and counseling with the support of information technology.

### **Internalization of Corporate Culture**

In line with the Company's growth, we realize that corporate culture plays an increasingly important role in supporting the Company's vision and mission. This can be achieved if every employee behaves properly, both personally and professionally, in carrying out their duties with a high sense of belonging to the company.

Therefore, BRI formulated the corporate culture by cultivating the values that considered by all its employees as superior values which will support the company to obtain the best achievement, such as integrity, professionalism, customer satisfaction, exemplary performance and appreciation to human resource.

The value of corporate culture that underlie the thoughts, actions and behavior of every BRI employee have supported the company to reach its best performance. However, evaluation of the implementation of the Corporate Culture is ongoing to ensure that the core values of the Company can meet challenges in the future, especially in the MSME segmen as the core of BRI's business. On that basis, in 2012 the company started to work on revitalizing its corporate culture.

Along with the implementation of the corporate culture revitalization program, there was a continuous improvement in the Work Improvement Forums in the form of active participation of workers in the creation of strategies and actions to improve the performance of each working unit. The forums were also functioning as a media to transform work culture for all working units so that their performance could be improved in line with the business plan of the company.

Corporate culture is one of several principles that have regularly been delivered in refreshment activities during regular education programs with the purpose that corporate culture values will be internalized in every employee daily activities In the company.

To ensure that corporate culture values are executed well across working units, Change Agents have been designated in each region to maintain and monitor the implementation of corporate culture for individual working units.

As part of the Year of Good Corporate Governance (GCG), which BRI launched in 2012 BRI also committeed to reduce firmly (zero tolerance) on any violance against the ethics and company's regulation. This demonstrates BRI's commitment to make corporate culture as the soul for BRI's employees.

## Marketing

BRI's integrated marketing program aimed to provide easiness and convenience for both new and existing customers to obtain sufficient Information related to BRI banking products and services as well as Improving access to services.

In order to achieve its targets for 2012 in both loan disbursement and acquire third party fund as well as providing banking services, the bank seek to maintain and increase its market share through integrated marketing programs. These programs made it easier for both new and existing customers to identify banking products and new product features from BRI, while providing clients with an easy access and convenience in a variety of activities. These programs are described below:

### **Increased Awareness**

The outreach of BRI's services for micro, small and medium businesses in the grassroots communities which spread out in every corner of Indonesia cannot be separated from market acquisition and retention programs conducted in 2012. Fortunately, the Untung Beliung BritAma program, Pesta Rakyat Simpedes, BRI Peduli Pasar Rakyat, Panen Bulanan Simpedes programs and Grebeg Pasar program were implemented by BRI to market Ioan products, such as Kupedes and KUR, deposit products, such as BritAma and Simpedes and e-banking products. With the implementation of these programs which dealing directly with the community, the bank continued to build awareness of its products and services to potential customers, as well as to new and existing customers. In addition to these marketing activities to increase brand awareness, BRI also participated in various national and international exhibitions by involving customers as exhibitors and by organizing the traditional homecoming activity during the Ramadan period for its Kupedes and Simpedes customers.

### Increasing Market Share

To increase its market share, the bank has also been actively marketing its products to its state-owned enterprises (SOE) business partners, cross-selling its products, and generate trickle-down business from its corporate and SOE customers. The Company's

partnership with state-owned enterprises has included organizing events to provide products and services to fit the needs of its business partners. While cross-selling its services, BRI also provided closed-system financing for both new and existing customers. Furthermore, intensive inter-division coordination was undertaken to increase the number of new customers in 2012. Trickle -down from the corporate and SOE segments also improved the performance of other business segments, such as the small commercial and medium segments. BRI's sales strategy was also intensified by using customer databases, third-party dealers and developers, and walk-in customers, as well as banking implant programs, such as the Home Ownership Program (HOP) and Car Ownership Program (COP) in cooperation with several large companies.

### **Development of Product Features**

Development of product features and modifications, as well as the introduction of new features, were also part of BRI's marketing strategies aimed at existing clients and new customers. Development was tailored to the needs and characters of customers in each segment.

### Increasing Service Accessibility

Network development in the form of conventional and e-channel activities were part of BRI's strategies to provide convenience and to improve service to the customers. An extensive and intensive infrastructure development was undertaken. Expansion was implemented through the opening of working units in the new regions, while intensification was intended to maximize the business potential in areas with existing BRI working units. Increased access to customer service through e-channels was focused on expanding the ATM network and the dissemination of information on SMS banking and the Mocash program, with the aim of reaching out to customers and improving operational efficiency.



Other marketing strategies included the development of electronic networks, such as BRI mobile. This tool was designed to be more user-friendly so it will be easier for customers to obtain their account information and perform online banking transactions through BRI. All of the above developments were implemented with satisfactory Service Level Agreements (SLA).

The marketing strategies implemented specifically for each operating segment can be found in the "Business Overview" section.

For human resources, the bank increased the number of its marketing employees and also improved the quality of their knowledge about BRI's products and services through training, so that they could market the complete line of products and services to fulfill to individual customer needs. As their quality increases, BRI's marketing employees can become professional business advisors to their clients.

### **Marketing Communications**

The mission of marketing communication activities was to ensure that all of BRI's products and services had a strong brand to support marketing activities and increase sales of BRI's products and services. Optimal marketing communications were implemented to build brand awareness and positioning that was unique, appropriate and relevant for all of BRI's products and services for every target market, so that the success of the business expansion could be reinforced.

To achieve this mission, BRI designed a marketing communication strategy that was applied on an ongoing basis, in line with an assessment of external conditions in the banking industry and business development objectives. In 2012, marketing communication activities also focused on products that were substantially based on individuals and groups for funding and lending and were also focused on building an image of transactional banking to create BRI's corporate brand.

A marketing communication program for retail funding has become a priority focus considering its strategic role in ensuring funding stability and price competitiveness. In addition, the micro, small and medium (MSM) enterprise business segment, which has become a pillar of BRI's business, also received special priority to ensure the sustainability of BRI's brand awareness.

In 2012, the marketing communication started to introduce of business-to-business (B2B) products and services with strategies being adjusted to the target market. BRI's e-banking activities were also a priority of the marketing program, which had a goal of increasing the composition of fee-based income through electronic transactions. The overall program implemented was intended to support the transformation of BRI into the largest national payment gateway in the next few years.

### **Program Realization**

A variety of marketing communication activities were conducted in 2012, including the introduction of the products below:

- BRI BritAma savings accounts (Untung Beliung BritAma)
- BRI Simpedes savings accounts (Pesta Rakyat Simpedes, Panen Bulanan Simpedes, Mudik Bersama Kupedes dan Simpedes).
- 3. BRI Junior Savings accounts (in cooperation with several merchants, including Timezone, Theme Park: Duluth, Java Park, WaterBoom, Funland, Bali Bird Park and the Bali Zoo, among others).
- 4. E-Banking (Program Undian Gemerlap e-Banking BRI).
- Brizzi (merchant discount program for food & beverage businesses, public services, fashion and mini markets).
- BRI Credit Cards.Retention and acquisition
  - Retention and acquisition programs with various merchants, such as famous names in fashion, gadgets, airlines, hotels and restaurants, beauty and health, BRI Travel Service, BRING and so on.
- 7. BRI Priority programs (at merchants including White Lotus, Ante Prima and Blitzmegaplex).
- 8. BRIGuna.

### **Marketing Communication Awards**

A variety of marketing communication programs and the implementation of high-quality service led to thirdparty fund recognition of several BRI-branded products as follows:

- BritAma Junio accounts Ranked first in the category of junior deposit product in the Top Brand Index for 2012 that was compiled by Marketing magazine.
- BritAma accounts Ranked second in the deposit product category in the Top Brand Index for 2012 that was compiled by Marketing magazine.
- 3. BRI Time Deposit Ranked third in the time deposit category in the Top Brand Index for 2012 that was compiled by Marketing magazine.
- BritAma and Simpedes deposit products Ranked first in the accounts category by the Satria Brand Awards 2012.
- 5. BritAma deposit product Word of Mouth Marketing 2012 from SWA Magazine.
- BRI SMS Banking Ranked first by the Banking Service Excellent Awards given by Infobank magazine.
- 7. BRI Phone Banking Ranked third by the Banking Service ExcellenceAwards given by Infobank magazine.
- 8. Best Internet Banking and Mobile Banking Consumer Excellence Award from SWA Magazine.
- Indonesia Brand Champion Award 2012 Silver honors in the category of Most Popular Bank from MarkPlus.
- Ranked first by the Net Promoter Loyalty Awards
   2012 in the category of savings account by SWA Magazine.
- 11. The Most Valuable Bank Brand from Mars, Metro TV and SWA Magazine.

### **Network Development**

### Implementation of Network Expansion in 2012

The development of BRI's retail business network in 2012 are included the opening of 15 branches, 43 subbranches and 44 cash offices. Fourteen sub-branches were upgraded to branches and six cash offices were

2008

■ FDC

2009

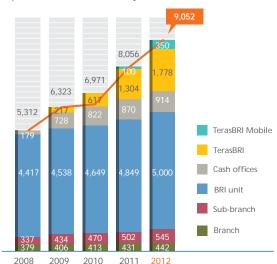
■ ATM

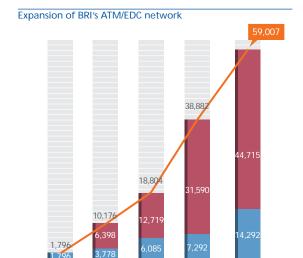
upgraded to branches. Meanwhile, to develop the micro-business segment, BRI opened 125 new BRI units and upgraded 26 TerasBRI offices to BRI units in 2012, for a total of 5,000 BRI units as of December 2012. Additionally, BRI opened 500 TerasBRI and 250 Mobile TerasBRI last year.

Instead of BRI Units, BRI developed a new form of working unit called TerasBRI, in 2009. At the beginning stage, TerasBRI are opened in traditional markets with the purpose to help vendors at traditional markets to deposit their money, apply for loans and conduct other banking transactions without leaving their business activities. As of 2012, BRI already has 1,778 TerasBRI and 350 TerasBRI Mobile.

In addition to the opening of new TerasBRI and BRI Units, BRI upgraded 26 TerasBRI to BRI Units in 2012 to optimize the service to customers.

Expansion of BRI's network, by the numbers





BRI added 7,000 ATMs, 13,125 EDCs (electronic data capture) machines and 3 CDMs (cash deposit machines) in 2012, for a total of 14,292 ATMs, 44,715 EDCs, 92 CDMs and 42 e-Buzz machines, as of December 2012.

2011

2012

With the above additional conventional outlets and e-channel expansion, BRI's banking services iat the end of 2012 has been supported by a network that covers 9,052 working units (including regional offices and overseas working units) and 59,241 e-Channels. (See also the table "BRI Network Profiles" and the section titled "Business Overview-Business Consumers".)

ALong with the expansion of its conventional network in 2012, BRI also implemented other programs to improve service quality and optimize its operational network through:

- Lay out standardization at operational working units and e-channel with the aim of improving customer convenience while doing financial transactions.
- Increasing the frequency of training for BRI working units and TerasBRI employees in order to provide more effective services particularly to micro-business customers.



E-Banking transactions has increased significantly over the last four years, in terms of the number and value of transactions, supported by a large number of customer base.

- Opening Priority Lounges, Pension Services Offices, Employee Loan and Priority Service Centers.
- 4. E-channel placement: ATMs, EDCs and SSPPs (Self-Service Passbook Printer) to optimize banking services and to improve the efficiency and effectiveness of BRI's e-channel network.
- Developing technologies to accelerate the credit application process for BRI Units, TerasBRI and mobile TerasBRI.

### **Service Improvement**

As part of the implementation of marketing strategies in order to improve customer satisfaction and loyalty, BRI has improved the quality of service to its customers. Therefore give positive impact on business growth in the long run. This is in line with the vision of BRI to provide fast, accurate, safe, friendly and convenient service to all of its customers and make BRI the benchmark for banking services.

Strategic steps taken by BRI to improve service quality included applying service level agreements (SLA) and assigning service ratings for each working unit. BRI also organized its Service Quality Campaign 1-96 with a target of achieving a position among the top five banks with the best service.

To ensure that the quality and skills of its employees are in the top ranks of the banks with the best services, the bank held a "SQ Vaganza" (service quality) competition for BRI front-liners throughout Indonesia to sharpen their product knowledge.

To ensure the better competency and quality of service improvement, BRI provides certain benefits to its front-liners who have ability to meet the special

SLA criteria defined earlier, including accelerated career paths as well as an exciting rewards and recognition. As a result of this improved service to customers, BRI Priority earned a "Diamond" rank in Service Quality Awards from Caree - CCSL.

### **Improving Customer Satisfaction activities**

In addition to the various strategic steps above, BRI initiated the development of several service quality initiatives as follows:

- Follow up on customer complaints through a "one-stop" system to oversee the resolution of customer complaints. Customers can convey complaints easily through the BRI Call Center and be given steps to resolve their problems as well as possible solutions.
- Standardizing services and improving customer satisfaction through SQ coaching and SQ monitoring for branches, sub-branches and working units through refreshing courses on products and policies.
- 3. Improving service skills and service leadership skills by providing relevant training to each employee at branches throughout Indonesia.
- Selecting branch which functioning as Centers of Excellence in terms of quality service for each regional offices.
- Preparing acceleration programs to improve service quality through SQ Assurance and Improvement programs.
- Implementing response centers based on Service Level Agreements (SLA) by improving help desk infrastructure.
- 7. Improving the skills and knowledge of help desk operators with Service Quality training at least once a year.



BRI is continuously improving its service quality by setting the performance targets to improve every aspect of service quality, including:

- Improving the service process by formulating and evaluating policies, training the employees and monitoring the implementation of operational procedures and services; implementing policies to accelerate the better service; and developing and improving Service Level Agreements (SLA).
- Improving premises, by assuring the cleanliness, neatness, and convenience, as well as merchandising display, completeness of brochures and lay out of ATMs for both on and off site.
- Monitoring, by conducting comprehensive surveys on service quality implementation in cooperation with third parties.
- 4. Improving the quality of customer database, by maintaining customer database and updating customer database to be matched with customer's risk profile, by integrating customer database systems with support coming from

- systems outside BRI's core system (BRINETS) and by selecting the best customer database from Operational Working Units (UKO) throughout Indonesia.
- 5. Improving operational policies, by implementing business process reengineering, separating and enhancing duties of operation employees.
- Developing contact centers, utilizing telesales and telemarketing to sell bank products and services, as well as centralizing complaint handling.

### **Customer Satisfaction Survey**

To improve the quality of service delivered to customers, the bank routinely conduct surveys related to the perceptions of its customers about the service they have received. These surveys were conducted both internally and by independent parties. Internal surveys are carried out at least twice a year by every operational unit throughout Indonesia, in which data collection process is

supported by information technology systems. Meanwhile, customer satisfaction surveys are conducted by independent parties every quarter, comparing BRI with its competitors in the industry. The surveys itself covered respondents nationally and also in small towns and cities, as well those in and outside Java. The surveys conducted by both BRI and independent parties BRI and independent parties use sample from respondents with a variety of educational background, occupation and age.

The results of the surveys conducted by independent parties and internally indicate that BRI's customer satisfaction levels are consistently increasing in almost every aspect compared to other banks. However, there are some areas that need attention in the future, including the need for improvement in the services and product features. Customer satisfaction surveys will be used as a reference to improve the quality of BRI's service to move customer perceptions of satisfaction with BRI's banking services closer to the ideal and to increase customer loyalty.

### **Service Quality Achievements**

Various and intensive efforts which are conducted to improve service quality received appreciation and recognition from independent parties. According to the results published by Marketing Research Indonesia's (MRI) survey of 19 banks in 2010, BRI's service quality improved 2.14 points from 81.94 to 84.08. The last survey conducted in 2011 showed an increase in service quality ratings from Rank 7 to Rank 5.

In addition to the MRI survey results, BRI received numerous awards in the service quality in 2012, namely:

### Awards in 2012

The Best HR Retention Program (Bronze)

The Best Contact Center Operation (Silver)

The Best Talent – Paduan Suara (Gold)

The Best Telesales (Bronze)

The Quality Assurance Staf (Bronze)

The Best Team Leader (Bronze)

The Best Manager (Platinum dan Silver)

Audit surveillance ISO 9001:2008 VNZ

VNZ Certification



## Information Technology

Information technology has been continuously develop to support greater productivity and efficiency as well as to improve the operational's quality.

BRI developed and utilized its Information and Systems Technology (IST) as major components in supporting its reliable, optimum and real-time online business activities. With technology support, BRI was able to deliver service in line with its standard Service Level Agreements (SLA) competitively, increasing productivity and efficiency while reducing operational risk through:

- Implementing a Business Continuity and Disaster Recovery Plan to maintain sustainability in business operations, improve customer confidence and mitigate operational risks due to failures of information technology.
- Implementing a security surveillance system on an ongoing basis through an enterprise monitoring system.
- Implementing a Security Awareness Program for all employees on a regular basis to raise awareness about the security of information technology at BRI.
- 4. Implementing a "best-practice" information technology security system widely which based on ISO 27001:2005 standards as well as new rules and regulations from Bank Indonesia and the government.

In order to support its existence as a modern bank, BRI has established and implemented IST development programs gradually and continuously since 2008. The program is called the BRI Information Technology Strategic Plan (ITSP) years 2008-2013, which can be divided into several stages, namely:

- Providing broad access channel equipped with diverse and integrated standard features.
- Adopting leading-edge IT trends in the banking sector.
- 3. Providing accessibility to obtain comprehensive database in real time online.
- 4. Achieving (near) zero downtime.
- 5. Optimize the usage of multimedia and paperless technology.

Several IT development programs were conducted in 2012 in accordance with the ITSP roadmap as described briefly below.

### Channel Access

BRI developed a variety of IT-based features to enhance the acquisition of fee-based income from banking services. In addition to the diverse features, BRI increased the coverage area of its IT-based infrastructure. The programs were conducted under the framework of expanding access channels, including:

- Increasing the number, coverage and features of BRI's ATM, EDC/Mini ATM, Kiosk and CDM networks.
- Improving features and capacity of BRI's Internet Banking, Mobile Banking, SMS Banking and Phone Banking systems.
- Using smart cards to support BRI's banking business.
- Developing Priority Banking Customer Portfolio Management.
- Improving feature payment services for third parties.
- 6. Developing e-Money prepaid cards (Brizzi).
- Applying a delivery remittance application and assigning remittance representatives in various nations overseas.

### Adopting Leading-Edge IT as Trends in Banking Industry

Various programs implemented include:

- Improved interaction between customers and BRI through the e-channel and Internet Banking programs.
- 2. Development of e-money

- Adoption of Green IT (environmentally friendly IT operations)
- 4. IT best practice features, including COBIT, I.T.I.L and ISO 27001.

### A Secure and Reliable Real-Time Online Data Access

- Providing comprehensive access to data in a realtime, online and secure manner for both internal use and external auditors.
- Applying security technology through line encryption and two/three factor authentication for data integrity.
- Implementing an IT governance and security process based on best practices and international standards and in accordance with banking regulations in Indonesia.

### Implementation of (near) zero downtime

- Network redundancy (VSAT and MPLS) for working units
- 2. Server clustering from the headquarters level to the smallest unit.
- 3. Shared Processing for DC and DRC.
- 4. Optimization the Information Technology Building as the primary site data center.
- 5. Activation of bank headquarters as a secondary site/hot site.

#### Multimedia & Paperless Technology

To improve efficiency and operational effectiveness, BRI has designed and optimize its IT support by:

- 1. Video conference with all operational working units,
- Managerial Dashboard and Reporting (Data Warehouse & Portal DWH)
- 3. Knowledge Management and E-Learning
- 4. Workflow and Document Management
- 5. Online audit tools (BRISMA)

### **Features Development**

Development of IT-based application features (e-channel) was one of the efforts undertaken by BRI to optimize infrastructure readiness and increase the acquisition of fee-based income. In 2012, BRI introduced 923 new features through its e-channel as follows.

e-Channel	2008	2009	2010	2011	2012
ATM	97	110	124	159	194
EDC	44	80	136	160	218
Mobile Banking	21	28	38	49	82
Cash Management	7	15	24	87	113
Phone Banking	31	33	33	33	3
Internet Banking	0	25	41	56	63
CDM	62	64	64	159	194
Kiosk	22	23	23	23	23
SSB (Self Service Banking)	0	0	0	0	26
BRILink	0	7	7	7	7
Total Number of Features	287	394	499	742	923

Some of the basic and useful application features developed during the year 2012 included:

- Host-to-host, which collaborate real-time applications with third parties, such as H2H with PDAM on water bill payments, H2H Hospital for 24-hour patient billing, H2H Higher Education for payment of tuition and course fees.
- 2. CashManagementSystem(CMS) as an Internet-based banking services solution that enables companies to conduct their own financial transactions directly through online facilities.
- BRI Mobile as an application developed for mobile devices to conduct banking transactions with BRI.
   We have developed applications for the Android, Apple, and Blackberry platforms.

### **IT Human Resource Development**

In addition to the program development, adding application features and upgrading IT infrastructure, BRI implemented an HR competency enhancement program for IT. The method to increase competencies was conducted through providing variety of relevant training. In 2012, the bank held no less than 83 training sessions in the field of IT. The training varied from the basic level, applications, skills certification programs, and IT risk management, up to the programming for developing application features.

## Certer of Operations

Operational efficiency with the purpose of cost reduction was intensively pursued by BRI with attention given to inherent risks through the implementation of paperless settlement of e-banking transactions and centralized settlement of ATM cash differences. This contributed to a reduction in overhead costs and was in line with the spirit of green banking.

To support smooth transaction banking operations for more than 9,000 outlets and e-channel which connected real time online, BRI has built a reliable and efficient operations center, which able to handle daily processing of millions different transactions and complexity, within a massive customer database.

BRI Centre of Operations is responsible for processing and monitoring transactions related to banking operations through e-banking and external transactions through clearing, RTGS or remittances. To ensure the achievement of the targets of having operation centers which in accordance with international best practices in the banking industry, BRI has built an operations system that is centralized, fast, has zero defects, and is low risk. The operating system also has an integrated monitoring and control system appropriate to the needs of BRI.

## Business Process Improvement and Operational Efficiency

BRI continues to make improvements to its internal business processes in order to improve operational efficiency and effectiveness to optimize the speed and accuracy of its service to ensure customer satisfaction. BRI continues to evaluate and refine internal business processes for all back office transactions consistent with the implementation of enterprise reconciliation.

Operational efficiency with the goal of cost reduction was intensively pursued by BRI with attention given to inherent risks, such as through the implementation of paperless settlement of e-banking transactions and centralized settlement of ATM cash differences. This contributed to a reduction in overhead costs and was in line with the spirit of green banking.

### Development of BRI's e-banking transactions

The total value of e-banking transactions in 2012 reached Rp895 trillion (an average of 2.5 million transactions per day), significantly increase by 95 percent compared to 2011, when the total value of transactions reached Rp459 trillion. The increasing number of transaction is in line with the increase in the number of active ATM/ debit cards in circulation, which reached 17 million at the end of 2012. The highest number of e-banking transactions came through the ATM channel, which comprised 789.2 million transactions, an increase of 63 percent over the number of transactions in 2011, which were valued at Rp482.7 trillion.

## Development of RTGS and Clearing Transactions

In 2012 the total value of incoming BRI RTGS transactions reached Rp7.29 trillion, Increase 50 percent from 2011, while the number of transactions in 2012 was 1.23 million. The value of outgoing RTGS transactions was also increase 50 percent compared to 2011, reaching a value of Rp7.29 trillion with 1.29 million transactions.

The increase were also experienced by the Incoming Clearing Transactions (Debits) with total transactions reaching Rp99 trillion, an increase of 5 percent compared to 2011, with the total number of transactions reaching 3.46 million. Meanwhile, the total value of Outgoing Clearing Submission transactions (Exit Debit) reached Rp37 trillion, increase 76 percent compared to 2011, with a total of 713 thousand transactions. As for Clearing Credits, the total value of the incoming transactions was Rp52 trillion, increase 48 percent from 2011, on a total



of 8.28 million transactions, while outward transactions totaled Rp37 trillion, an increase of 3 percent from 2011, on a total of 3.19 million transactions.

## Development of Remittance Transactions

The total of cooperative incoming remittance transactions from 28 participating institutions reached 1.63 million with a value equivalent to USD586 million, while the number of non-cooperative incoming remittances in 2012 reached 94,000 with an equivalent transaction value of USD16.6 million. The number of outgoing remittance transactions in 2012 reached 38,000 with a value of USD19.6 million.

### ISO 9001:2008 Certification (Quality Management System)

Center of operations activities which support Good Corporate Governance implementation received certification in the ISO 9001:2008 standard by the LRQA (Lloyds Registration Quality Assurance) Certification Body, which has been accredited by the International Accreditation Board - UKAS (United Kingdom Accreditation Service) and the National Accreditation Committee, with a scope covering the "Provision of a Payment System by RTGS, Clearing and Remittances".

### 2013 Strategic Goals

Entering 2013, BRI has prepared a strategic plan related to operational processes to improve performance and service to the customers through a variety of programs, including:

- Business Process Re-engineering to streamline the work of back-end officers at working units to improve service quality.
- Establishing a Regional Operations Center for debit clearing that is based at coordinating branches.
- Implementing ISO 9001:2008 Quality Management System standards focusing on Card Production and Complaint Resolution.
- 4. Centralized Reconciliation and Settlement for Cash Deposit Machines differences.
- Automated Credit Card Bookkeeping and Payments through RTGS and clearing facilities.

# Fixed Asset Management and Procurement of Goods and Services

In line with the development and expansion of business networks, BRI seek to manage its fixed assets and to optimally meet the needs for the procurement of goods and services (logistics) for each working units. Hence, the process of fulfilling the needs for fixed assets and logistics were implemented in a fast, flexible, efficient and effective manner with regards to the concept of Good Corporate Governance (GCG) in order not to lose momentum for BRI's business growth. The management of fixed asset was conducted efficiently and accurately with the support coming from Fixed Asset Management Information System (SIM-AT), while the process was conducted transparently and fairly which showed by the development of an e-Procurement application for the procurement of goods and services in accordance with Good Corporate Governance throughout the whole process.

## Transparency and Efficiency in Procurement and Fixed Asset Management through e-Procurement and SIM-AT

BRI developed an e-Procurement application for the procurement process, so that the fulfillment of goods and services for all working units could be done in a more transparent, fair, non-discriminatory and accountable manner. In addition, the development of the Fixed Assets Management Information System (SIM-AT) was successfully implemented. This ensured that BRI's fixed asset management could be realized in a transparent, accountable and accurate manner, from distribution activities, the recognition of assets, insurance and taxes until the disposal of the asset.

BRI developed e-procurement application to achieve transparency and fairness in the procurement of goods and services as a form of good governance practices.

BRI will continue to make improvements and evaluate policies, such as establishing service level agreements for logistics activities with regard to the principles of Good Corporate Governance.

## Strategy for Fixed Asset Management and the Procurement of Goods and Services in 2013

- 1. Optimize the business and organizational processes as well as adjust the logistics policies.
- 2. Standardize building and infrastructure along with the delegation and decentralization of procurement.
- 3. Accelerate the activity in providing fixed asset management information systems that are reliable and integrated.
- 4. Implement an e-Office system.
- 5. Optimize assets.
- 6. Implement standard business processes and procedures to evaluate SLAs in preparation for ISO certification.
- 7. Standardize goods and services along with the delegation and decentralization of procurement.



## Risk Management

Risk Management has an important role in improving the quality of the risk management system in order to support the achievement of corporate goals in two aspects - protecting capital and optimizing the relationship between risk and return. With a vast scale of operations and business activities that continue to increase, BRI implemented an integrated risk management program across organizational lines, which is known as the enterprise-wide risk management program. Risk management within BRI's organization is a process that is independent and has a business function and an audit function. These functions are active in risk management at different levels of authority.

## Overview of Risk Management Systems

BRI Risk Management was implemented with the concept of three lines of defense, namely:

- First line of defense is the business and operational units with functional activity, as the parties responsible for implementing and maintaining internal controls and ensuring quality output in accordance with policies and procedures that have been developed.
- Second line of defense is risk management unit that
  monitors the implementation of risk management
  procedures with an appropriate risk tolerance and
  that also establishes policies, guidelines and risk
  limits for independent business and operational
  units, so that the overall exposure to risk remains
  appropriate to BRI's capital.

 The third line of defense is an internal audit unit to evaluate the first line and second lines of defense, and to give report to the CEO and the Board of Commissioners independently.

### **Risk Management Organization Structure**

BRI implemented an integrated enterprise-wide risk management framework to control the risks that accompany the bank's eight types of business activities. The framework included implementation of the four pillars of risk management, comprising (1) active supervision by the Board of Commissioners and Board of Directors, (2) adequate policies, procedures, and limits, (3) risk management processes and risk management information systems, and (4) internal control systems.

Application of the four pillars above was addressed as follows:

### Active oversight from the Boards of Commissioners and Directors

The Boards were responsible for effective risk management at BRI. The Boards had to understand the risks faced by BRI and played an important role in supporting and overseeing successful implementation of risk management for all working units.

In conducting their supervision and management of business risk exposure and to determine a Risk Management System for BRI, the Boards



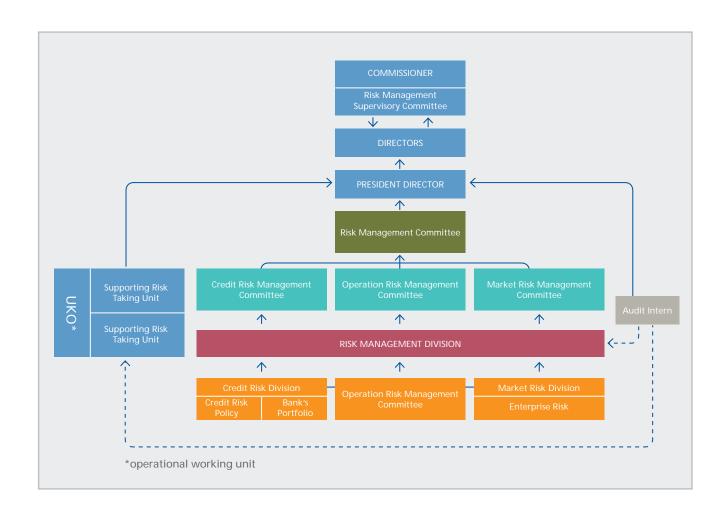
"Bank Risk Management was thoroughly addressed through the implementation of an enterprise-wide risk management system with a 'three lines of defense' concept, incorporating General Risk Management Policy (KUMR) and periodic evaluations to improve the effectiveness of risk management." were assisted by the Risk Management Oversight Committee at the Commissioner level through the Risk Management Steering Committee (KPMR), while BRI's Board of Directors were assisted by the Risk Management Committee (RMC) as the highest committee in BRI's risk management system, whereas the members are all of the Directors and senior officials appointed by the Directors. The RMC is a non-structural entity and independent of operating units.

The KPMR's duty was to supervise the implementation of risk management policies and was led by the Board of Directors. The RMC was tasked with providing recommendations to the President Director for policy formulation, improving the implementation of policies, evaluating the

progress and condition of risk profiles, and providing suggestions and remedial measures to address issues that were specific to certain types of risk and required immediate decisions. The RMC also conducted restricted RMC meetings, or so-called sub-RMC meetings.

There were 3 (three) types of sub-RMCs: the CRMC (Credit Risk Management Committee), the MRMC (Market Risk Management Committee) and the ORMC (Operational Risk Management Committee), which were set up to discuss issues related to credit risk, market risk, operational and other risks.

The BRI's Risk Management Organizational Chart is as follows:



### 2. Adequacy of policies, procedures and limits.

The fundamentals of BRI's risk management policies were outlined in the General Risk Management Policy (KUMR), which is the highest policy in the field of risk management at BRI. The General Risk Management Policy acts as a guide for establishing and implementing risk management policies according to applicable regulations.

The General Risk Management Policy is set out in detail in the Risk Management Implementation Code (P3MR). The Code outlines the phases of the risk management process, including risk identification, management, monitoring and control.

BRI also has policies and procedures in place for limiting risk, including:

- Guidelines for risk management in the use of information technology
- 2. Product and Activities Policy
- 3. Risk Profile Policy
- 4. Credit Risk Limit Determination Procedures
- 5. Financial Instruments Management Policy
- 6. Liquidity Risk Management Policy
- 7. Application of Risk Management in BRI's Mortgages and Vehicle Ioan.
- 8. Risk Management for Cooperative Marketing Activities with Insurance Companies (Bancassurance)
- Determination of Transactions and Market Risk Limits for Financial Asset Instruments related to Treasury Activities.
- 10. Policies and methodology for Credit Risk Rating and Credit Risk Scoring
- 11. Methodology of Probability of Default (PD), Loss Given Default (LGD), and Exposure Default (EAD) according to credit characteristics.
- 12. Methodology of risk based pricing/risk premium
- 13. Determination of credit concentration limit for each business segment

Procedures and determination of risk limits for each type of risk were managed for all products and BRI business activities, according to the level of risk that was undertaken (risk appetite), considering the experience of managing the risk in question. The aforementioned limits were reviewed at regular intervals to adjust with changing conditions.

BRI's Board of Directors has been authorized to establish risk limits and risk tolerances for each type of risk exposure with respect to experience, capital adequacy, the capabilities of the systems and the risk management program, as well as any other provisions that may apply.

### 3. The process of risk management and the risk management information system

The process of risk management consists of:

### a. Identification

Identification is achieved by analyzing all the types and characteristics of the risks inherent in each BRI business activity, including products and other services. The process of risk identification determines the scope and scale of measurement stages, monitoring and risk control. Risk identification is a proactive measure and this covers all business activities carried out at BRI, in order to analyze the sources and potential impacts of risk.

Identification of risk issues is undertaken at the level of the Head Office, Regional Offices, and Branch Offices across Indonesia by using Risk Management tools. Risk issues' development and updating are carried out at this stage.

### b. Measurement

The risk measurement system used to measure BRI's risk exposure has function as a reference for control process. The measurement of risk is performed regularly for products and portfolios, as well as for all BRI business activities. The approach and methodology of measurement procedures can be quantitative, qualitative or a combination of the two.

The measurement of risk is reflected in the quarterly Consolidated Risk Profile Statement, the monthly Risk Dashboard Profile, the monthly Risk Profile Report, the quarterly RCSA consolidated report, the quarterly stress-testing analysis report, the weekly risk of potential loss report, the monthly monitoring cash ratio report, and the quarterly Top 50 Risks Issue.

#### c. Monitorina

Risk monitoring activities are conducted by evaluating exposure to risks inherent in the entire portfolio of products and BRI business activities, as well as the effectiveness of risk management processes. Examples include evaluating limits, main Risk Indicators, and the realization of the action plan created by working units.

### d. Control

Risk control is carried out by providing follow up on moderate and high risk which exceeds the limits, increasing control (supervision), adding capital to absorb potential losses and doing periodic internal audits. In addition, BRI also perform Products and New Activities Analysis.

### Risk Management Information System

The Risk Management Information System is part of BRI Information Management System (BRI MIS) and important in supporting the implementation and processes of identification, measurement, monitoring and risk control. Some of the risk management information systems applied are the Operational Risk Assessor (OPRA), the Loan Approval System (LAS), and the GUAVA or Treasury and Market Risk System.

### 4. Internal Control System

Overall internal control has been implemented through:

- a. Determination of an organizational structure with a clear separation of functions between operational units (business units) and working units implementing risk control functions (risk management units).
- Determination of an independent risk management unit that makes policies and methodologies for measuring risk, setting risk limits and making data validation models.
- c. Applying the concept of three lines of defense.
- d. All transactions of functional activities that have exposure to risk must be approved by the competent authority, and the risk reviewed and monitored as required by each business unit.
- e. Validation of risk is determined by officers in working units independent of the operational units. Data validation is performed at least once a month for all risks.
- f. Regular audits are conducted by internal auditors to assess the implementation of risk management processes and the system of risk management for functional activities with exposure to risk.
- g. Application of the segregation of duties using the concepts of Maker, Checker, Signer (MCS) is adhered to all BRI operational activities.



To maintain the quality of its loan portfolio, BRI separates loan officers into Relationship Management and Credit Risk Management Officers.

### Risks Faced

Risk management activities are consistently applied to all bank business activities and day-to-day operations. Consistent risk management implementation is an important factor influencing BRI's success in achieving predetermined optimal performance targets for maintaining a healthy bank with sustainable growth.

Risk factors that influence BRI's business strategy both directly and indirectly, as well as efforts to manage risks, are classified into the following eight categories:

### Credit Risk

The application of credit risk management is implemented through the BRI organizational structure that describes the involvement of all parties related to credit risk management (Board of Commissioners, Board of Directors, the Risk Management Division, Operational Units and the Internal Audit section). The Operational Unit comprise of Core Risk Taking Unit and Supporting Risk Taking Unit.

BRI has a Credit Risk Management Committee (CRMC) and a Risk Management Sub-Committee (RMC). The RMC addresses issues related to credit risk exposure and management. In order to maintain and manage credit risk, BRI has also set functions in the field of Relationship Management and Credit Risk Management.

In order to manage credit risk, BRI has set some prudential banking principles that are reflected in its credit policy, credit quality assessment procedures and the management and credit decision process, such as the separation of the functions of loan officers into the following categories: RM (Relationship Management and CRM (Credit Risk Management) officers, implementation of the "Four Eyes" principle, implementation of a Risk Rating/Scoring System (CRR and CRS), the separation of non-performing loans, as well as the establishment of a healthy credit procedure through Market Target Suggestion (PS), Acceptable Risk Criteria (KRD) and Annual Marketing Plan (RPT).

Separation of the functions of RM and CRM is reflected in the separation of the management of current (performing) loan and the non-performing loans. For that reasons, BRI have separated divisions to manage those loans, so that the management of risk in lending activity can be better executed without disturbing business processes oriented towards sound business growth. In addition, BRI implemented a compliance test process from the Compliance Director to ensure that precautionary principles were applied to the decisions on loans above a certain loan size.

BRI possesses a policy for the management of concentrated credit risk through the establishment of guidelines for credit risk limits. Determination of risk limits aims to reduce the credit risk posed by the concentration of lending. Limits are determined according to the following:

- 1. Exposure to customers or counter parties.
- 2. Exposure to related parties.
- Exposure to economic sectors, sector-specific industries or geographic areas. Grouping by geographic region is based on the location of BRI businesses, emphasizing the business potential in their respective territories.

These guidelines were intended to set credit risk limits at the portfolio level or at the bank level overall for all BRI products and activities which potentially have credit risk, with attention paid to the adequacy of capital to absorb the risk or loss that might appear, and the volatility in loan exposure.

BRI has implemented policies for the measurement and control of credit risk through debtor risk assessment using Internal Risk Ratings (Credit Risk Rating/Credit Risk Scoring) since 2001. Today CRR and CRS calculations are automated and integrated with business processes through the application of the Loan Approval System (LAS).

Measurement of the minimum capital requirement to cover risk is performed according to BRI provisions referring to the Standardized Approach of Basel II applied as required by Central Bank since January 2012. The calculation of credit risk is reflected in the Value of Assets (RWA). Calculations of credit risks on monthly basis consist of the risk of failure of the borrowers, the counterparty risk of failure and the risk of failure to secure settlement. Parallel with this is the preparation and development of the methodology of Internal Based Rating Approach (IRBA).

Credit risk management is also carried out through the monitoring of the concentration of credit and the actual credit risk exposure by portfolio, business segment and economic sectors associated with credit risk limits and predetermined targets. BRI also conducts periodic stress testing analysis using internal macroeconomic and BRI internal data in various scenarios.

BRI uses an Early Warning System (EWS) and Credit Risk Monitoring with respect to the development of the condition of borrowers in order to manage credit risk more effectively and to minimize the risk of losses while optimizing the use of capital to acquire maximum revenue.

#### Accounts past due or with decreased value/impairment

BRI sets its own definition for accounts that are past due and accounts experiencing decreased value. Accounts that are past due are all accounts that are more than 90 (ninety) days overdue, either for the payment of principle or interest.

Accounts experience decreased value/impairment if they are in a condition where there is objective evidence of harm as a result of one or more events that occurred after the initial granting of the loan, and the adverse events can impact future cash flows, financial assets or a group of financial assets that can be reliably estimated.

Objective evidence of events that adversely affect BRI credit have been drawn from observation of events that affect debtors' ability to pay in the future. If the decline in value is such that the credit value after impairment is less than the carrying value from the outset, a reserve for impairment losses (Allowance for Impairment) must be established to cover losses. Reserve allowance for impairment loss is calculated from the amount of impairment loss on financial assets evaluated individually or collectively.

The following table discloses BRI receivables by portfolio category broken down by region, the remaining term of the contract and the economic sector, for the bank individually and consolidated with subsidiaries.

### Disclosure of Net Receivables by Region - Bank (Without Subsidiaries)

(in million Rp)

								(11	тишноп кр)
No.	Portfolio Category	31 December 2012							
				Ne	et Receivabl	es by Regio			
		Jakarta	Central and Eastern Indonesia	West Java	Central Java& DIY	East Java	Sumatera	Others	Total
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)
1.	Government Receivables	149,940,931	-	-	-	-	-	1,213,431	151,154,363
2.	Public Sector Entity Receivables	47,047,663	997,753	6,388,158	265,772	3,943,597	1,998,875	-	60,641,818
3.	Multilateral Development Bank and International Institutional Receivables	-	-	-	-	-	-	-	-
4.	Bank Receivables	25,532,052	19,392	-	-	-	-	48,188	25,599,632
5.	Mortgage Loans	253,940	247,346	58,089	113,981	88,908	135,348	-	897,612
6.	Commercial Property Loans	109,525	551,225	36,549	26,433	115,488	121,622	-	960,842
7.	Employee/Pensioner Loans	9,166,298	34,078,351	7,361,636	7,542,409	10,223,946	15,431,823	576	83,805,039
8.	Microenterprise, Small Business and Retail Portfolio Receivables	16,083,980	29,016,175	9,895,381	20,859,767	16,318,850	26,814,069	245	118,988,467
9.	Corporate Receivables	45,359,160	9,811,126	2,130,016	5,441,212	9,042,363	11,427,074	445,540	83,656,491
10.	Receivables Already Due	486,434	368,869	205,538	285,239	396,767	752,636	-	2,495,483
11.	Other Assets	2,341,591	6,212,579	42,041	6,676,846	5,368,040	2,564,151	-	23,205,248
12.	Exposure of Syariah Business Unit	-	-	-	-	-	-	-	-
	Total	296,321,575	81,302,816	26,117,407	41,211,659	45,497,958	59,245,600	1,707,979	551,404,995

### Disclosure of Net Receivables by Region - Bank Consolidated with Subsidiaries

(in million Rp)

No.	Portfolio Category	31 December 2012							
				Ne	et Receivabl	es by Regio	n		
		Jakarta	Central and Eastern Indonesia	West Java	Central Java& DIY	East Java	Sumatera	Others	Total
1.	Government Receivables	150,988,567	-	-	-	-	-	1,213,431	152,201,999
2.	Public Sector Entity Receivables	47,063,728	997,753	6,388,158	265,772	3,943,597	2,105,940	-	60,764,948
3.	Multilateral Development Bank and International Institutional Receivables	-	-	-	-	-	-	-	-
4.	Bank Receivables	25,914,992	19,559	118	1,019	35,365	1,856	48,188	26,021,097
5.	Mortgage Loans	254,550	251,597	59,769	114,565	91,140	176,702	-	948,324
6.	Commercial Property Loans	109,525	551,225	36,549	26,433	117,124	132,335	-	973,191
7.	Employee/Pensioner Loans	9,211,261	34,086,797	7,462,944	7,569,016	10,257,119	15,627,129	576	84,214,842
8.	Microenterprise, Small Business and Retail Portfolio Receivables	16,304,468	29,086,123	9,895,381	20,893,067	16,333,224	27,369,680	245	119,882,187
9.	Corporate Receivables	46,062,770	9,811,126	2,146,866	5,451,117	9,224,616	11,559,640	445,540	84,701,675
10.	Receivables Already Due	486,434	368,869	205,538	285,239	396,767	752,636	-	2,495,483
11.	Other Assets	2,376,718	6,213,150	43,901	6,677,885	5,368,962	2,587,873	-	23,268,488
12.	Exposure of Syariah Business Unit	6,665,301	1,229,885	2,336,517	1,345,593	1,056,574	1,694,567	-	14,328,437
	Total	305,438,314	82,616,084	28,575,740	42,629,707	46,824,487	62,008,359	1,707,979	569,800,670

### Disclosure of Net Receivables by Term Length - Bank Only (Without Subsidiaries)

(in	mil	lion	Dn

		(in million Rp)							
No.	Portfolio Category			31 Decem	nber 2012				
				Net receivables	by term leng	th			
		<u>≤</u> 1 yr	> 1yr to 3 yr	> 3yr to 5 yr	> 5 yr	Non- Contractual	Total		
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)		
1.	Government Receivables	9,745,225	164,396	394,806	38,492,607	102,357,329	151,154,363		
2.	Public Sector Entity Receivables	15,457,768	3,533,803	8,463,648	23,456,065	9,730,534	60,641,818		
3.	Multilateral Development Bank and International Institutional Receivables	-	-	-	-	-	-		
4.	Bank Receivables	6,398,207	914,748	199,586	1,285,746	16,801,345	25,599,632		
5.	Mortgage Loans	67	7,299	101,743	788,503	-	897,612		
6.	Commercial Property Loans	1,523	11,907	203,964	743,447	-	960,842		
7.	Employee/Pensioner Loans	98,484	4,082,410	20,407,648	59,215,921	576	83,805,039		
8.	Microenterprise, Small Business and Retail Portfolio Receivables	15,011,853	56,464,981	22,158,895	24,680,565	672,174	118,988,467		
9.	Corporate Receivables	16,531,033	17,127,190	17,357,362	32,580,445	60,461	83,656,491		
10.	Receivables Already Due	185,673	802,917	672,432	834,460	-	2,495,483		
11.	Other Assets	-	-	-	-	23,205,248	23,205,248		
12.	Exposure of Syariah Business Unit	-	-	-	-	-	-		
	Total	63,429,833	83,109,653	69,960,084	182,077,760	152,827,665	551,404,995		

## Disclosure of Net Receivables by Term Length - Bank Consolidated with Subsidiaries

No.	Portfolio Category			31 Dece	ember 2012		(пт пппон кр)
				Net receivables	by length of	term	
		≤1 yr	> 1yr to 3 yr	> 3yr to 5 yr	> 5 yr	Non- Contractual	Total
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
1.	Government Receivables	10,792,861	164,396	394,806	38,492,607	102,357,329	152,201,999
2.	Public Sector Entity Receivables	15,507,294	3,565,170	8,479,713	23,482,237	9,730,534	60,764,948
3.	Multilateral Development Bank and International Institutional Receivables	-	-	-	-	-	-
4.	Bank Receivables	6,783,599	942,550	207,857	1,285,746	16,801,345	26,021,097
5.	Mortgage Loans	34,498	13,421	106,743	793,662	-	948,324
6.	Commercial Property Loans	9,531	13,706	205,926	744,027	-	973,191
7.	Employee/Pensioner Loans	115,693	4,200,309	20,624,603	59,273,660	576	84,214,841
8.	Microenterprise, Small Business and Retail Portfolio Receivables	15,310,088	56,656,464	22,402,708	24,840,754	672,174	119,882,188
9.	Corporate Receivables	16,937,736	17,545,775	17,489,655	32,668,049	60,461	84,701,676
10.	Receivables Already Due	185,673	802,917	672,432	834,460	-	2,495,483
11.	Other Assets	63,240	-	-	-	23,205,248	23,268,487
12.	Exposure of Syariah Business Unit	3,298,957	2,055,420	1,312,688	7,661,371	-	14,328,437
	Total	69,039,170	85,960,130	71,897,131	190,076,574	152,827,665	569,800,670

					(in million Rp)
lo.	Economic Sector	Government Receivables	Public Sector Entity Receivables	Multilateral Development Bank and International Institutional Receivables	Bank Receivables
1)	(2)	(3)	(4)	(5)	(6)
	31 December 2012				
1.	Agriculture, Hunting and Forestry	-	6,922,468	-	-
2.	Fisheries	-	-	-	-
3.	Mining and Extraction	-	2,238,220	-	-
4.	Industry	-	17,202,468	-	-
5.	Electricity, Gas and Water	-	10,904,668	-	-
6.	Construction	-	3,316,216	-	-
7.	Wholesale and Retail	101,275	699,630	-	-
8.	Hotels and Food & Beverage	-	-	-	-
9.	Transportation, Logistics and Communications	-	5,967,591	-	-
10.	Financial Brokerage	132,771,913	4,601,737	-	25,599,631
11.	Real Estate, Rental and Serviced Property	-	4,891,847	-	-
12.	Government Administration, Defense and Social Security	27	-	-	-
13.	Educational Services	-	-	-	-
14.	Health and Social Services	-	-	-	-
15.	Public Services, Socio-Cultural Activities, Entertainment and Other Individuals	-	564,752	-	-
16.	Individuals Serving Households	-	-	-	-
17.	International Organizations and Other External Organizations	-	-	-	-
18.	Undefined Activities	18,281,148	3,332,219	-	-
19.	Unreported Activities	-	-	-	-
20.	Others	-	-	-	-

Mortgage Loans	Commercial Property Loans	Employee/ Pensioner Loans	Claims To MSEs and Retail Portfolio	Corporate Receivables	Receivables Already Due	Other Assets	(in million Rp) Sharia Business Unit Exposure (If Applicable)
(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)
-	1,029	28,800	12,335,457	11,188,698	66,522	-	-
-	-	1,088	1,110,494	179,797	11,217	-	-
337	-	173	149,521	2,899,476	19,136	-	-
904	-	6,352	2,520,535	21,127,750	90,791	-	-
-	-	2,350	72,240	738,153	2,880	-	-
-	-	38,903	876,020	5,724,403	85,568	-	-
7,897	-	40,388	62,084,235	24,563,633	1,983,886	-	-
446	914,073	1,156	654,544	392,379	15,901	-	-
170	16,061	9,406	962,580	2,101,510	32,763	-	-
-	-	-	-	-	-	-	-
20,840	29,679	69,634	4,191,578	2,859,632	73,935	-	-
234	-	135,319	69,311	51,673	1,317	-	-
671	-	479,483	198,872	78,053	1,989	-	-
2,652	-	68,935	372,964	406,329	3,860	-	-
-	-	10,883	1,728,244	676,406	3,755	-	-
-	-	566	316,346	8,599	-	-	-
-	-	-	46	-	-	-	-
15,350	-	71,567,214	25,993,260	9,896,369	97,605	-	-
848,110	-	11,344,389	5,352,222	763,632	4,360	-	-
-	-	-	-	-	-	23,205,248	-
897,612	960,842	83,805,039	118,988,467	83,656,492	2,495,484	23,205,248	-

	osure of Net Receivables by Economic Sector- Bank C			<del>-</del>	(in million Rp)	
No.	Economic Sector	Government Receivables	Public Sector Entity Receivables	Multilateral Development Bank and International Institutional Receivables	Bank Receivables	
(1)	(2)	(3)	(4)	(5)	(6)	
	31 December 2012					
1.	Agriculture, Hunting and Forestry	-	7,045,598	-	-	
2.	Fisheries	-	-	-	-	
3.	Mining and Extraction	-	2,238,220	-	-	
4.	Industry	-	17,202,468	-	-	
5.	Electricity, Gas and Water	-	10,904,668	-	-	
6.	Construction	-	3,316,216	-	-	
7.	Wholesale and Retail	101,275	699,630	-	-	
8.	Hotels and Food & Beverage	-	-	-	-	
9.	Transportation, Logistics and Communications	-	5,967,591	-	-	
10.	Financial Brokerage	132,771,913	4,601,737	-	25,601,880	
11.	Real Estate, Rental and Serviced Property	-	4,891,847	-	34,592	
12.	Government Administration, Defense and Social Security	27	-	-	-	
13.	Educational Services	-	-	-	-	
14.	Health and Social Services	-	-	-	-	
15.	Public Services, Socio-Cultural Activities, Entertainment and Other Individuals	-	564,752	-	1,297	
16.	Individuals Serving Households	-	-	-	-	
17.	International Organizations and Other External Organizations	-	-	-	-	
18.	Undefined Activities	18,281,148	3,332,219	-	-	
19.	Unreported Activities	-	-	-	-	
20.	Others	1,047,636	-	-	383,327	
	Total	152,201,999	60,764,948	-	26,021,096	

(in million R								
Mortgage Loans	Commercial Property Loans	Employee/ Pensioner Loans	Microenterprise, Small Business and RetailPortfolio	Corporate Receivables	Receivables Already Due	Other Assets	Sharia Business Unit Exposure (if applicable)	
(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	
3,516	3,929	35,761	12,767,478	11,305,321	66,522	-	65,860	
871	723	1,276	1,111,129	179,797	11,217	-	-	
337	-	173	149,969	2,899,476	19,136	-	53,464	
1,903	358	8,160	2,535,273	21,309,146	90,791	-	591,731	
-	-	2,350	72,240	738,153	2,880	-	1,895	
925	-	39,587	891,151	5,840,486	85,568	-	56,020	
41,858	6,827	40,417	62,156,743	24,730,935	1,983,886	-	151,699	
591	914,073	1,156	654,963	411,100	15,901	-	-	
564	16,061	9,493	974,976	2,140,352	32,763	-	51,641	
-	-	-	9,285	262,897	-	-	3,808,422	
24,129	30,642	73,206	4,199,102	2,876,482	73,935	-	1,633	
234	-	135,319	69,311	51,673	1,317	-	2,385,600	
671	-	479,483	198,899	78,053	1,989	-	-	
2,652	462	68,935	373,552	406,329	3,860	-	-	
98	-	10,973	1,887,865	676,748	3,755	-	-	
-	-	566	316,346	8,599	-	-	-	
-	-	-	46	-	-	-	-	
21,864	115	71,963,598	26,161,637	9,944,954	97,605	-	-	
848,110	-	11,344,389	5,352,222	763,632	4,360	-	-	
-	-	-	-	77,543	-	23,268,489	7,160,472	
948,323	973,191	84,214,842	119,882,187	84,701,676	2,495,484	23,268,489	14,328,437	

## Approach Used to Determine Impairment (Loan-Loss) Provisions

The approaches used to determine BRI's thresholds were determined individually and collectively as follows:

- 1. Impairment is calculated individually for financial assets (securities, loans, etc.) and evaluated based on two concepts, namely:
  - Estimates of the size of losses for financial assets based on all available information with respect to repayment capacity, the type and amount of collateral, guarantees and the prospects for the borrowers's business in the future.
  - Estimates of the recoverable amount.
- Collective impairment is calculated for the entire financial asset and is
  - Not evaluated individually, or is
  - Evaluated individually, but without finding objective evidence of impairment, or is.
  - Evaluated individually and there is objective evidence of impairment.

The Provision (CKPN) Calculations that are performed at BRI in accordance with the following methodology are:

- 1. Individual impairment, calculated by:
  - Discounted Cash Flow, that is, an estimation of the recoverable amount based on the identification of future cash flows and the estimated present value of those cash flows.
     Impairment loss is calculated by comparing the carrying amount of financial assets with cash flows discounted by a factor based on the effective interest rate of the financial assets.
  - Fair Value of Collateral, that is, the measurement of impaired financial assets reflecting the fair value of collateral. Collateral is not recognized as a separate asset from the impaired financial asset.
- 2. Collective impairment

Determination of the historical loss rate is calculated using statistical methods based on internal loan grades:

- Probability of Default (PD), that is, the probability that borrowers will fail to fulfill their obligations, as measured by the traditional Roll Rate Method (using age data for delinquent financial assets), Migration Analysis (using an internal rating system and calculated by analyzing the migration of the level of outstanding financial assets from the highest grade to the lowest grade)
- Loss Given Default (LGD), that is, the level of loss caused by borrowers failure in fulfilling their obligations.

The following table disclose billing and provisioning by regions and economic sectors for the Bank individually and consolidated with subsidiaries.

### Disclosure of Receivables and Loan-Loss Provisions by Region- Bank (Without Subsidiaries)

(in million Rp)

No.	Data				31 Decemb	ber 2012		,	тишот кру
					Regi	on			
		Jakarta	Central and Eastern Indonesia	West Java	Central Java& DIY	East Java	Sumatera	Others	Total
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)
1	Accounts	298,883,048	83,048,980	26,798,435	42,322,661	46,591,471	61,395,949	1,161,563	560,202,107
2	Impaired Accounts	4,834,689	1,294,258	715,382	739,476	1,469,742	2,197,227	25	11,250,799
	a. Not Yet Matured	3,585,389	183,352	291,203	63,592	628,830	294,569	-	5,046,935
	b. Matured	1,249,300	1,110,906	424,179	675,884	840,912	1,902,658	25	6,203,864
3	Loan-Loss Provisioning (CKPN) - Individual	2,004,560	100,504	153,382	81,720	444,316	590,078		3,374,560
4	Loan-Loss Provisioning (CKPN) - Collective	1,891,294	2,702,473	963,653	1,649,896	1,364,449	2,610,287	27,313	11,209,365
5	Accounts Written Off	916,636,00	955,319,00	405,992,00	563,686,00	630,801,00	946,332,00	-	4,418,766

## Disclosure of Receivables and Loan-Loss Provisions by Region - Bank Consolidated With Subsidiaries

No.	Keterangan				31 Deceml	ber 2012		(41	тишоп кр)
					Regi	on			
		Jakarta	Central and Eastern Indonesia	West Java	Central Java& DIY	East Java	Sumatera	Others	Total
(1)	(2)	(3)	(4)		(6)	(7)	(8)	(9)	(10)
1	Accounts	306,507,897	84,367,531	29,280,616	43,743,213	47,906,976	64,057,004	1,161,563	577,024,800
2	Impaired Accounts	5,029,125	1,317,035	772,406	755,114	1,509,596	2,352,441	25	11,735,742
	a. Not Yet Matured	3,587,362	183,352	291,428	63,811	628,878	348,297	-	5,103,128
	b. Matured	1,441,763	1,133,683	480,978	691,303	880,718	2,004,144	25	6,632,614
3	Loan-Loss Provisioning (CKPN) - Individual	2,016,802	100,504	153,382	81,720	444,316	606,590	-	3,403,314
4	Loan-Loss Provisioning (CKPN) - Collective	1,977,795	2,722,583	1,017,783	1,672,421	1,399,038	2,694,618	27,313	11,511,551
5	Accounts Written Off	945,853	955,481	406,928	563,744	630,961	946,452	-	4,449,419

# Disclosure of Receivables and Loan-Loss Provisions - By Economic Sector - Bank (Without Subsidiaries)

No.	Economic Sector	Accounts	Declining Balance Yet To Mature	Matured	Loan-Loss Provisioning (CKPN)- Individual	Loan-Loss Provisioning (CKPN)- Collective	Receivables Written off
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
	31 December 2012						
1	Agriculture, Hunting and Marine	31,161,976	46,506	443,559	185,924	1,210,222	330,783
2	Fisheries	1,326,643	-	22,900	-	42,838	18,358
3	Mining and Extraction	5,366,485	8,376	75,705	44,786	102,662	3,845
4	Industry	41,765,582	474,774	575,308	692,178	554,624	318,177
5	Electricity, Gas and Water	11,739,575	33,075	1,962	16,013	161,933	1,284
6	Construction	10,725,594	1,341,813	168,486	635,522	181,162	58,172
7	Wholesale and Retail	92,944,892	644,039	3,159,188	580,197	4,261,061	2,889,746
8	Hotels and Food & Beverage	2,050,508	50,851	50,921	45,517	57,658	16,716
9	Transportation, Logistics and Communications	9,469,221	865,864	133,029	320,107	204,170	27,765
10	Financial Brokerage	163,023,872	185,840	1,006	48,558	5,576	138
11	Real Estate, Rental and Serviced Property	12,370,081	195,100	283,439	109,998	268,447	146,350
12	Government Administration, Defense and Social Security	262,397	8,588	2,841	2,690	7,224	1,617
13	Educational Services	766,427	-	6,642	-	24,049	2,220
14	Health and Social Services	876,405	31,717	13,671	8,752	26,376	2,092
15	Public Services, Socio-Cultural Activities, Entertainment and Other Individuals	3,037,044	2,192	7,876	165	117,311	9,300
16	Individuals Serving Households	335,257	-	258	-	20,365	45
17	International Organizations and Other External Organizations	46	-	-	-	-	-
18	Undefined Activities	131,382,761	1,156,262	1,076,597	683,441	3,572,367	541,271
19	Unreported Activities	18,392,095	1,938	180,476	712	391,320	50,887
20	Others	23,205,248	-	-			
	Total	560,202,107	5,046,935	6,203,864	3,374,560	11,209,365	4,418,766

## Disclosure of Receivables and Loan-Loss Provisions - By Economic Sector - Bank Consolidated With Subsidiaries

							million Rp)
No.	Economic Sector	Receivables	Experi	vables encing ng Value Matured	Loan-Loss Provisioning (CKPN)- Individual	Loan-Loss Provisioning (CKPN)- Collective	Receivables Written Off
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
	31 December 2012						
1	Agriculture, Hunting and Marine	31,738,863	82,644	566,933	212,874	1,241,351	336,847
2	Fisheries	1,329,024	-	22,900	-	42,863	18,358
3	Mining and Extraction	5,420,399	8,376	75,705	44,786	103,199	3,845
4	Manufacturing	42,555,472	474,995	619,188	692,178	584,161	318,177
5	Electricity, Gas and Water	11,741,470	33,075	2,125	16,013	161,969	1,284
6	Construction	10,914,296	1,341,813	173,512	635,522	186,468	58,869
7	Wholesale and Retail	93,511,035	644,039	3,166,391	580,197	4,267,334	2,903,750
8	Hotels and Food & Beverage	2,069,987	50,851	50,921	45,517	57,871	16,716
9	Transportation, Logistics and Communications	9,573,069	865,864	133,375	320,107	205,538	27,765
10	Financial Brokerage	167,148,533	185,840	1,006	48,558	68,872	138
11	Real Estate, Rental and Serviced Property	12,413,717	195,497	283,439	109,998	269,083	146,515
12	Government Administration, Defense and Social Security	2,673,334	8,588	2,841	2,690	69,934	1,617
13	Educational Services	766,440	-	6,642	-	24,049	2,220
14	Health and Social Services	877,361	31,717	211,810	8,752	26,381	2,092
15	Public Services, Socio-Cultural Activities, Entertainment and Other Individuals	3,182,722	16,909	7,876	1,969	123,269	9,300
16	Individuals Serving Households	335,257	-	258	-	20,365	45
17	International Organizations and Other External Organizations	46	-	-	-	-	-
18	Undefined Activities	132,015,885	1,160,982	1,076,822	683,441	3,591,624	549,085
19	Unreported Activities	18,392,095	1,938	180,476	712	391,320	50,887
20	Others	30,441,769	-	84,449	-	75,900	1,909
	Total	577,100,774	5,103,128	6,666,669	3,403,314	11,511,551	4,449,419

### Disclosure of Detailed Allowances for Loan-Loss Provisions (CKPN) - Bank (Without Subsidiaries)

(in million Rp)

No.	Information	31 Decem	nber 2012
INO.	HHOTHALION	CKPN Individual	CKPN Collective
(1)	(2)	(3)	(4)
1	CKPN Beginning Balance	3,085,307	12,783,229
2	Establishment (Recovery) CKPN for Current Period (Net)	761,519	1,793,112
	2.a Established CKPN at Start of Current Period	761,519	1,793,112
	2.b CKPN Recovered During Current Period	-	
3	CKPN Used to Book Receivables for Current Period	472,266	3,946,499
4	Other Establishment (Recovery) During Current Period	-	579,523
CKPI	N Ending Balance	3,374,560	11,209,365

## Disclosure of Detailed Allowances for Loan-Loss Provisions (CKPN) - Bank and Subsidiaries Consolidated

No.	Information	31 December 2012			
NO.	IIIIOIIIIdtioii	CKPN Individual	CKPN Collective		
(1)	(2)	(3)	(4)		
1	CKPN Beginning Balance	3,139,888	12,950,084		
2	Establishment (Recovery) CKPN for Current Period (Net)	741,061	1,953,728		
	2.a Established CKPN at Start of Current Period	767,316	1,974,137		
	2.b CKPN Recovered During Current Period	26,255	20,409		
3	CKPN Used to Book Receivables for Current Period	477,634	3,967,967		
4	Other Establishment (Recovery) During Current Period	-	579,508		
CKPI	l Ending Balance	3,403,315	11,515,353		

### **Approximation Standards**

The policy for calculating the Credit Risk for RWA was determined according to the Standard Approach referring to Bank Indonesia Circular Letter No. 13/6/DPNP dated February 18, 2011. In the Standard Approach, calculations are based on balancing net receivables against predetermined risk weights based on the current rating of the debtor or counterparty in accordance with the appropriate Portfolio Category or a fixed percentage for each type of receivable.

The receivables recorded in BRI's portfolio include Government Receivables, Receivables for Multilateral Development Banks and International Institutions, and Corporate Receivables. Meanwhile, other receivables are calculated without unranked risk weights. The rating agency used by BRI is the state agency recognized by the regulator (Bank Indonesia), Pefindo. Recognized international agencies include, among others: S&P, Moody's and Fitch.

## Disclosure of Net Receivables by Portfolio Category and Debt Ratings - Bank (Without Subsidiaries)

					(in million Rp)	
No.	Portfolio Category	Ratings Agency		Net Receival	oles	
			Lonç	g-Term Debt	Rating	
		Standard and Poor's	AAA	AA+ to AA-	A+ to A-	
		Fitch Rating	AAA	AA+ to AA-	A+ to A-	
		Moody's	Aaa	Aa1 to Aa3	A1 to A3	
		PT Fitch Ratings Indonesia	AAA (ldn)	AA+(idn) to AA- (idn)	A+(idn) to A-(idn)	
		PT ICRA Indonesia	[ldr] AAA	[ldr]AA+ to [ldr] AA-	[ldr] A+ to [ldr]A-	
		PT Pemeringkat Efek Indonesia	idAAA	idAA+ to idAA-	idA+ to id A-	
(1)	(2)	(3)	(4)	(5)	(6)	
1.	Government Receivables		-	-	-	
2.	Public Sector Entity Receivables		-	-	-	
3.	Multilateral Development Bank and International Institutional Receivables		-	-	-	
4.	Bank Receivables		-	86,738	574,996	
5.	Mortgage Loans		-	-	-	
6.	Commercial Property Loans		-	-	-	
7.	Employee/Pensioner Loans		-	-	-	
8.	Micro enterprise, Small Business and Retail Portfolio Receivables		-	-	-	
9.	Corporate Receivables		199,932	4,341	-	
10.	Receivables Already Due		-	-	-	
11.	Other Assets		-	-	-	
12.	Exposure of Syariah Business Unit (if applicable)		-	-	-	
	Total		199,932	91,079	574,996	

				Net Rec	eivables					
	Long-Term I	Debt Rating			Short-Term	Debt Ratino		Without Rating	Total	
BBB+ to BBB-	BB+ to BB-	B+ to B-	Lower than B-	A-1	A-2	A-3	Lower than A-3	Rating		
BBB+ to BBB-	BB+ to BB-	B+ to B-	Lower than B-	F1+ to F1	F2	F3	Lower than F3			
Baa1+ to Baa3-	Ba1+ to Ba3-	B1+ to B3-	Lower than B3	P-1	P-2	P-3	Lower than P-3			
BBB+(idn) to BBB- (idn)	BB+(idn) to BB- (idn)	B-(idn) than B- to F1(idn)		F2(idn) F3(idn)				than		
[ldr]BBB+ to [ldr] BBB-	[ldr] BB+ to [ldr] BB-	[ldr] B+ to [ldr] B-	Lower than [Idr] B-	[ldr] A1+ to [ldr] A1	[ldr] A2+ to [ldr] A2	[ldr] A3+ to [ldr] A3	Lower than [ldr] A3			
id BBB+ to id BBB-	id BB+ to id BB-	id B+ to id B-	Lower than idB-	idA1	idA2	idA3 to id A4	Lower than idA4			
(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)	
5,883,639	10,652,421	-	-	-	-	-	-	134,618,303	151,154,363	
-	-	-	-	-	-	-	-	60,641,818	60,641,818	
-	-	-	-	-	-	-	-	-	-	
931,640	-	-	-	-	-	-	-	24,006,258	25,599,632	
-	-	-	-	-	-	-	-	-	-	
-	-	-	-	-	-	-	-	-	-	
-	-	-	-	-	-	-	-	-	-	
-	-	-	-	-	-	-	-	-	-	
-	-	-	-	-	-	-	-	83,452,219	83,656,491	
-	-	-	-	-	-	-	-	-	-	
-	-	-	-	-	-	-	-	-	-	
-	-	-	-	-	-	-	-	-	-	
6,815,279	10,652,421	-	-	-	-	-	-	302,718,597	321,052,304	

## Disclosure of Net Receivables by Portfolio Category and Rating Scale -Bank Consolidated with Subsidiaries 31 December 2012

No.	Portfolio Category		1	Net Receival	bles	
		Ratings Agency	Lonç	g-Term Debt	t Rating	
		Standard and Poor's	AAA	AA+ to AA-	A+ to A-	
		Fitch Rating	AAA	AA+ to AA-	A+ to A-	
		Moody's	Aaa	Aa1 to Aa3	A1 to A3	
		PT Fitch Ratings Indonesia	AAA (ldn)	AA+(idn) to AA- (idn)	A+(idn) to A-(idn)	
		PT ICRA Indonesia	[ldr] AAA	[ldr] AA+ to [ldr] AA-	[ldr] A+ to [ldr] A-	
		PT Pemeringkat Efek Indonesia	idAAA	idAA+ to idAA-	idA+ to id A-	
(1)	(2)	(3)	(4)	(5)	(6)	
1.	Government Receivables	-	-	-	-	
2.	Public Sector Entity Receivables	-	-	-	-	
3.	Multilateral Development Bank and International Institutional Receivables	-	-	-	-	
4.	Bank Receivables	-	-	-	-	
5.	Mortgage Loans	-	-	-	-	
6.	Commercial Property Loans	-	-	-	-	
7.	Employee/Pensioner Loans	-	-	-	-	
8.	Microenterprise, Small Business and Retail Portfolio Receivables	-	-	-	-	
9.	Corporate Receivables	-	199,932	4,341	-	
10.	Receivables Already Due	-	-	-	-	
11.	Other Assets	-	-	-	-	
12.	Exposure of Syariah Business Unit (if applicable)	-	-	-	-	
	Total	-	199,932	91,079	574,996	

								(i	in million Rp)
				Net Re	eceivables				
	₋ong-Term C	ebt Rating			Short-Tern	n Debt Ratir	ng	Without	Total
BBB+ to BBB-	BB+ to BB-	B+ to B-	Lower than B-	A-1	A-2	A-3	Lower than A-3	Rating	
BBB+ to BBB-	BB+ to BB-	B+ to B-	Lower than B-	F1+ to F1	F2	F3	Lower than F3		
Baa1+ to Baa3-	Ba1+ to Ba3-	B1+ to B3-	Lower thanB3	P-1	P-2	P-3	Lower than P-3		
BBB+(idn) to BBB- (idn)	BB+(idn) to BB- (idn)	B+(idn) to B-(idn	Lower than B- (idn)	F1+(idn) to F1(idn)	F2(idn)	F3(idn)	Lower than F3(idn)		
[ldr] BBB+ to [ldr] BBB-	[ldr] BB+ to [ldr] BB-	[ldr] B+ to [ldr] B-	Lower than [ldr] B-	[ldr] A1+ to [ldr] A1	[ldr] A2+ to [ldr] A2	[ldr] A3+ to [ldr] A3	Lower than [ldr] A3		
id BBB+ to id BBB-	id BB+ to id BB-	id B+ s.d id B-	Lower than idB-	idA1	idA2	idA3 to id A4	Lower than idA4		
(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)
5,883,639	10,652,421	-	-	-	-	-	-	135,665,939	152,201,999
-	-	-	-	-	-	-	-	60,764,948	60,764,948
-	-	-	-	-	-	-	-	-	-
931,640	-	-	-	-	-	-	-	24,427,723	26,021,097
-	-	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	-		-	-			-	84,497,404	84,701,676
-	-	-	-	-	-	-	-	-	
-	-	-	-	-	-	-	-	-	-
6,815,279	10,652,421	-	-	-	-	-	-	305,356,013	323,689,720

Counterparty credit risk contained in treasury and international activities is calculated by BRI specifically for Credit Line products. Net Receivables for the exposure that caused credit risk as a result of the counterparty failure comprises of over-the-counter (OTC) derivatives exposure, repo transaction exposure from the Credit Risk from the issuance of Marketable securities that become underlying repo transactions and reverse repo transactions. Credit Risk Mitigation for BRI of counterparty credit risk is achieved through implementing the guarantee technique through securities or credit that meet regulatory requirements.

The following table discloses Counterparty Credit Risk

No.	Base Variable		(in million Rp) 31 December 2012										
INO.	base variable	No	tional Amou	unt	Derivative Receivables	Derivative Liabilities	Net Receivables	CRM	Net Receivables				
		≤1 year	> 1year to ≤ 5 year	>5 year			Before CRM		After CRM				
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)				
	BANK WITHOUT SUBSIDIARIES												
1.	Interest Rate	-	9,330,786	-	27,433	147,265	27,433	-	27,433				
2.	Exchange Rate	1,455,263	-	-	1,417	4,928	1,417	-	1,417				
3.	Others	-	-		-	-	-	-					
	Total	1,455,263	9,330,786	-	28,850	152,193	28,850	-	28,850				
	BANK (CONSO	LIDATED)			-	-	-	-					
1.	Interest Rate	-	9,330,786	-	27,433	147,265	27,433	-	27,433				
2.	Exchange Rates	1,455,263	-	-	1,417	4,928	1,417	-	1,417				
3.	Stock	-	-	-	-	-	-	-					
4.	Gold				-	-	-	-					
5.	Metals other than Gold	-	-	-	-	-	-	-					
6.	Others	-	-	-	-	-	-	-					
	Total	1,455,263	9,330,786	-	28,850	152,193	28,850	-	28,850				

## Disclosure of Counterparty Credit Risk: Repo Transactions - Bank (Without Subsidiaries)

(in million Rp)

No.	Portfolio Category		31 Decem	nber 2012	(пттпптотткр)
		Fair Value SSB Repo	Repo Liabilities	Net Receivables	ATMR
(1)	(2)	(3)	(4)	(5)	(6)
1.	Government Receivables	-	-	-	-
2.	Public Sector Entity Receivables	-	-	-	-
3.	Multilateral Development Bank and International Institutional Receivables	-	-	-	-
4.	Bank Receivables	-	-	-	-
5.	Microenterprise, Small Business and Retail Portfolio Receivables	-	-	-	-
6.	Corporate Receivables	-	-	-	-
	Total	-	-	-	-

### Disclosure of Counterparty Credit Risks: Repo Transactions- Bank Consolidated With Subsidiaries

No.	Portfolio Category	31 December 2012						
		Fair Value SSB Repo	Repo Liabilities	Net Receivables	ATMR			
(1)	(2)	(3)	(4)	(5)	(6)			
1.	Government Receivables	-	-	-	-			
2.	Public Sector Entity Receivables	-	-	-	-			
3.	Multilateral Development Bank and International Institutional Receivables	-	-	-	-			
4.	Bank Receivables	-	-	-	-			
5.	Microenterprise, Small Business and Retail Portfolio Receivables	-	-	-	-			
6.	Corporate Receivables	-	-	-	-			
	Total	-	-	-	-			

## Disclosure of Counterparty Credit Risks: Reverse Repo Transactions - Bank (Without Subsidiaries)

(in million Rp)

No.	Portfolio Category		31 Dece	mber 2012	
		Net Receivables	CRM Value	Net Receivables After CRM	RWA After CRM
(1)	(2)	(3)	(4)	(5)	(6)
1.	Government Receivables	9,550,521	-	9,550,521	-
2.	Public Sector Entity Receivables	-	-	-	-
3.	Multilateral Development Bank and International Institutional Receivables	-	-	-	-
4.	Bank Receivables	-	-	-	-
5.	Microenterprise, Small Business and Retail Portfolio Receivables	-	-	-	-
6.	Corporate Receivables	-	-	-	-
	Total	9,550,521	-	9,550,521	-

### Disclosure of Risk Countercredit: Reverse Repo Transactions - Bank Consolidated With Subsidiaries

No.	Portfolio Category		31 December 2012						
		Net Receivables	CRM Value	Net Receivables After CRM	RWA After CRM				
(1)	(2)	(3)	(4)	(5)	(6)				
1.	Government Receivables	9,550,521	-	9,550,521	-				
2.	Public Sector Entity Receivables	-	-	-	-				
3.	Multilateral Development Bank and International Institutional Receivables	-	-	-	-				
4.	Bank Receivables	-	-	-	-				
5.	Microenterprise, Small Business and Retail Portfolio Receivables	-	-	-	-				
6.	Corporate Receivables	-	-	-	-				
	Total	9,550,521	-	9,550,521	-				

### **Credit Risk Mitigation (CRM)**

In calculating the RWA credit risk using the Standard Approach, the bank included existing collateral, guarantees and credit assurances as a credit risk mitigation technique, to be referred to as the CRM Technique.

CRM Technique Core Principles:

- The CRM Technique can be acknowledged only if the RWA credit risk from exposure using the CRM Technique is lowercompare to the RWAcredit risk from which is not using CRM Technique. The result of RWA credit risk calculation after taking into consideration the impact caused byCRM technnique implementation at least zero.
- 2. The Impact of existing collateral, guarantees, securities or credit assurancesin which recognized as the CRM credit risk were not counted twice.
- 3. The period of validity for collateral, guarantees, securities, and credit assurances at least the same with the remaining period of loan.

The criteria that must be met in recognition of the CRM Technique are:

- All documents related to collateral, guarantees, securities or credit assurances must be provided in accordance with prevailing laws and regulation.
- Reviews must be set and conducted on a periodic basis to ensure that the collateral, guarantees, securities or credit assurances meet predetermined requirements in accordance with prevailing law and regulation.
- 3. There is a clause that sets a reasonable time period for the execution or release of collateral, guarantees, securities or credit assurances based on conditions that cause the borrowers not to be able to carry out their obligations under the agreement for the provision of funds (default).

BRI has procedures to identify, measure, monitor and control risks arising from the use of the CRM techniques, such as legal risks, operational risks, liquidity risks and market risks, including procedures to ensure that the execution of collateral, guarantees, warranties and credit insurance are conducted in a reasonable manner.

The guarantees afforded by the CRM techniques that were implemented were as follows:

- Portions that were secured by the guarantee technique were given a weighted risk in accordance with the issuer as per the appropriate portfolio category.
- 2. The part that was not secured by guarantees was given a weighted risk based on its exposure in accordance with the appropriate portfolio category.

Calculation of RWA Credit Risk considered the CRM Technique of Guarantee/Credit Assurance, namely:

- Guaranteed assets (secured portion), which comprised the exposed value of Net Receivables receiving protection from underwriting or credit assurances.
  - a. State-owned assets, meeting the above requirements, were weighted of 20 percent.
  - b. Non-state-owned assets, meeting the above requirements, were given risk weight as stated by credit insurance company as per thePortfolio Category" Receivables from Public Sector Entities".
- Non-guaranteed assets (unsecured portion), which comprised the exposed value of Net Receivables that did not receive collateral protectionwere subject to risk weighting from exposure as per the appropriate Portfolio Category.

The following table discloses the weighted risks for receivables after considering the impact of credit risk mitigation and disclosure of receivables using the credit risk mitigation techniques for BRI consolidated with its subsidiaries as of December 31, 2012.

## Net Exposure Receivables Risk Valuation After Allowance for Credit Risk Mitigation - BRI (Without Subsidiaries)

No.	Portfolio Category		31 December 2012									RWA	Capital Expense
				Net Receiva			ng Impact of	Credit Risk M					Expense
		0%	20%		40%		50%		100%		Others		
(1)		(3)	(4)		(6)		(8)		(10)			(13)	(14)
Α.	Balance Sheet Exposure												
1	Government Receivables	141,220,712	-	-	-	-	-	-	-	-	-	-	-
2	Public Sector Entity Receivables	-	554,509	-	-	-	54,461,925	-	-	-	-	27,338,831	2,187,106
3	Multilateral Development Bank and International Institutional Receivables	-	-	-	-	-	-	-	÷	-	-	-	-
4	Bank Receivables	-	15,099,885	-	-	-	10,466,132	-	-	-	-	8,253,043	660,243
5	Mortgage Loans	-	-	441,434	456,016	162	-	-	-	-	-	336,981	26,958
6	Commercial Property Loans	-	-	-	-	-	-	-	960,842	-	-	960,842	76,867
7	Employee/Pensioner Loans	-	-	-	-	-	83,805,039	-	-	-	-	41,902,520	3,352,202
8	Microenterprise, Small Business and Retail Portfolio Receivables	-	-	-	-	-	-	118,780,469	-	-	-	81,332,743	6,506,619
9	Corporate Receivables	-	192,628	-	-	-	306,650		77,410,014	100,000	-	77,497,133	6,199,771
10	Receivables Already Due	-	-	-	-	-	-	-	-	2,495,483	-	3,743,225	299,458
11	Other Assets	13,734,773	-	-	-	-	-	-	9,424,296	46,179	-	9,493,564	759,485
12	Exposure of Syariah Business Unit(if applicable) Total Balance Sheet	154,955,485	15 947 022	441,434	456,016	162	149,039,746	110 700 460	07 705 151	2,641,662	0	250,858,881	20,068,710
	Exposure	134,733,403	13,047,022	441,434	430,010	102	147,037,740	110,700,407	07,773,131	2,041,002	Ü	230,030,001	20,000,710
В.	Liabilities. Commitments, Exposure and Contingencies for Administrative Accounts Transactions	-	-	-	-	-		-	-	-	-	-	-
1	Government Receivables	383,130	-	-	-	-	-	-	-	-	-	-	-
2	Public Sector Entity Receivables	-	-	-	-	-	5,625,383	-	-	-	-	2,812,692	225,015
3	Multilateral Development Bank and International Institutional Receivables	-	-	-	-		-	-	-	-		-	-
4	Bank Receivables	-	4,765	-	-	-	-	-	-	-	-	953	76
5	Mortgage Loans	-	-	-	-	-	-	-	-	-	-	-	-
6	Commercial Property Loans	-	-	-	-	-	-	-	-	-	-	-	-
7	Employee/Pensioner Loans	-	-	-	-	-	-	-	-	-	-	-	-
8	Microenterprise, Small Business and Retail Portfolio Receivables	-	-	-	-	-	-	207,998	-	-	-	155,999	12,480
9	Corporate Receivables	-	-	-	-	-	-	-	5,647,200	-	-	5,647,200	451,776
10	Receivables Already Due	-	-	-	-		-	-	-	-	-	-	-
11	Exposure of Syariah Business Unit(if applicable)	-	-	-	-	-	-	-	-	-	-		-
	Total TRA Exposure	383,130	4,765	-	-	-	5,625,383	207,998	5,647,200	-	-	8,616,843	689,347
C	Counterparty Credit Risk	0.550.501	-	-	-	-	-	-	-	-	-	-	-
1	Government Receivables	9,550,521	-	-	-		-	-	-	-	-	-	-
3	Public Sector Entity Receivables Multilateral Development		-										
4	Institutional Receivables		20.057									44.40=	4.45
4	Bank Receivables	-	28,850	-	-	-	-	-		-	-	14,425	1,154
5	Microenterprise, Small Business and Retail Portfolio Receivables	-	-	-	-	-	-	-	-	-	-	-	-
6	Corporate Receivables	-	-	-	-	-	-	-	-	-	-	-	-
7	Exposure of Syariah Business Unit(if applicable)	-	-	-	-	-	-	-	-	-	-	-	-
	Total counterparty credit risk exposure	9,550,521	28,850	-	-	-	-	-	-	-	-	14,425	1,154

## Risk Valuation for Net Exposure for Receivables, After Allowance for Credit Risk Mitigation - Bank And Subsidiaries

												(in mi	Ilion Rp)
No	Portfolio Category					31 Dece	ember 2012					RWA	Capital Expense
				Net Receiv			ng Impact of (	Credit Risk Mi					
		0%	20%	35%		45%	50%	75%					
(1)	(2)	(4)	(5)	(6)		(8)	(9)	(10)				(14)	(15)
	Balance Sheet Exposure												
1	Government Receivables	142,268,348	-	-	-	-	-	-	-	-		-	-
2	Public Sector Entity Re- ceivables	-	554,509	-	-	-	54,585,055	-	-	-		27,400,396	2,192,032
3	Multilateral Development Bank and International Institutional Receivables	-	-	-	-	-	-	-	-	-		-	-
4	Bank Receivables	-	15,494,917	-	-	-	10,466,132	-	-	-		8,332,050	666,564
5	Mortgage Loans	-	-	441,434	504,743	162	-	-	-	-		356,472	28,518
6	Commercial Property Loans	-	-	-	-	-	-	-	972,593	-		972,593	77,807
7	Employee/Pensioner Loans	-	-	-	-	-	84,214,841	-	-	-		42,107,131	3,368,570
8	Microenterprise, Small Business and Retail Portfolio Receivables	-	-	-	-	-	-	119,645,489	-	-		81,951,405	6,556,112
9	Corporate Receivables	-	192,628	-	-	-	306,650	-	78,403,400	100,000		78,427,193	6,274,175
10	Receivables Already Due	-	-	-	-	-	-	-	-	2,495,483		3,743,225	299,458
11	Other Assets	13,734,773	-	-	-	-	-	-	9,424,296	109,420		9,529,740	762,379
12	Exposure of Syariah Business Unit(if applicable)	3,121,326	442,182	1,476,092	-	-	-	-	9,150,180	-		9,755,249	780,420
	Total Balance Sheet Exposure	159,124,447	16,684,236	1,917,526	504,743	162	149,572,678	119,645,489	97,950,468	2,704,903	-	262,575,451	21,006,036
B.	Liabilities. Commitments. Exposure and Contingencies for Administrative Accounts Transactions	-	-	-	-	-	-	-	-	-	-	-	-
1	Government Receivables	383,130	-	-	-	-	-	-	-	-	-	-	-
2	Public Sector Entity Re- ceivables	-	-	-	-	-	5,625,383	-	-	-	-	2,812,692	225,015
3	Multilateral Development Bank and International Institutional Receivables	-	-	-	-	-	-	-	-	-	-	-	-
4	Bank Receivables	-	31,198	-	-	-	-	-	-	-	-	6,240	499
5	Mortgage Loans	-	-	-	1,985	-	-	-	-	-	-	794	64
6	Commercial Property Loans	-	-	-	-	-	-	-	598	-	-	598	48
7	Employee/Pensioner Loans	-	-	-	-	-	-	-	-	-	-	-	-
8	Microenterprise, Small Business and Retail Portfolio Receivables	-	-	-	-	-	-	236,698	-	-	-	177,523	14,202
9	Corporate Receivables	-	-	-	-	-	-	-	5,698,998	-	-	5,698,998	455,920
10	Receivables Already Due		-	-	-	-	-	-	-	-	-	-	
11	Exposure of Syariah Business Unit(if applicable)	-	-	-	-	-	138,657	-	-	-	-	69,329	5,546
С	Total TRA Exposure	383,130	31,198	-	1,985	-	5,764,040	236,698	5,699,596	-	-	8,766,173	701,294
1	Counterparty Credit Risk Government Receivables	9,550,521	-	-	-	-	-	-	-	-	-		
2	Public Sector Entity Receivables	9,550,521	-	-	-	-	-	-	-	-	-	-	-
3	Multilateral Development Bank and International Institutional Receivables	-	-	-	-	-	-	-	-	-	-	-	-
4	Bank Receivables	-	28,850	-	-	-		-	-	-	-	14,425	1,154
5	Microenterprise, Small Business and Retail Portfolio Receivables	-		-		-	-	-	-		-	-	-
6	Corporate Receivables	-	-	-	-	-	-	-	-	-	-	-	-
7	Exposure of Syariah Business Unit(if applicable)	-	-	-	-	-	-	-	-	-	-	-	-
	Total counterparty credit risk exposure	9,550,521	28,850	-	-	-	-	-	-	-	-	14,425	1,154

## Disclosure of Net Receivables Using Credit Risk Mitigation Technique - BRI (Without Subsidiaries)

No.	Portfolio Category		31 December 2012							
		Net		Guarar	nteed		Not Guaranteed			
		Receivables	Collateral	Guarantees	Credit Assurances	Others				
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8) = (3)- $[(4)+(5)+(6)+(7)]$			
A.	Balance Sheet Exposure									
1.	Government Receivables	141,220,712	-	-	-	-	141,220,712			
2.	Public Sector Entity Receivables	55,016,434	6,066	-	-	-	55,010,368			
3.	Multilateral Development Bank and International Institutional Receivables	-	-	-	-	-	-			
4.	Bank Receivables	25,566,017	-	-	-	-	25,566,017			
5.	Mortgage Loans	897,612	-	-	-	-	897,612			
6.	Commercial Property Loans	960,842	-	-	-	-	960,842			
7.	Employee/Pensioner Loans	83,805,039	-	-	-	-	83,805,039			
8.	Microenterprise, Small Business and Retail Portfolio Receivables	118,780,469	163,040	13,873,325	-	-	104,744,104			
9.	Corporate Receivables	78,009,292	254,732	-	-	-	77,754,559			
10.	Receivables Already Due	2,495,483		-	-	-	2,495,483			
11.	Other Assets	23,205,247		-	-	-	23,205,247			
12.	Exposure of Syariah Business Unit (if applicable)			-	-	-	-			
	Total Balance Sheet Exposure	529,957,148	423,838	13,873,325	-	-	515,659,984			
В.	Liabilities. Commitments, Exposure and Contingencies for Administrative Accounts Transactions	-	-	-	-	-	-			
13.	Government Receivables	383,130	-	-	-	-	383,130			
14.	Public Sector Entity Receivables	5,625,383	-	-	-	-	5,625,383			
15.	Multilateral Development Bank and International Institutional Receivables	-	-	-	-	-	0			
16.	Bank Receivables	4,765	-	-	-	-	4,765			
17.	Mortgage Loans	-	-	-	-	-	0			
18.	Commercial Property Loans	-	-	-	-	-	0			
19.	Employee/Pensioner Loans	-	-	-	-	-	0			
20.	Microenterprise, Small Business and Retail Portfolio Receivables	207,998	-	-	-	-	207,998			
21.	Corporate Receivables	5,647,200	-	-	-	-	5,647,200			
22.	Receivables Already Due	-	-	-	-	-	0			
23.	Exposure of Syariah Business Unit (if applicable)	-	-	-	-	-	0			
	Total TRA Exposure	11,868,476	-	-	-	-	11,868,476			
C.	Counterparty Credit Risk		-	-	-	-				
24.	Government Receivables	9,550,521	-	-	-	-	9,550,521			
25.	Public Sector Entity Receivables	-	-	-	-	-				
26.	Multilateral Development Bank and International Institutional Receivables	-	-	-	-	-	-			

No.	Portfolio Category	31 December 2012						
		Net		Guarar	nteed		Not Guaranteed	
		Receivables -	Collateral	Guarantees	Credit Assurances	Others		
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8) = (3)- $[(4)+(5)+(6)+(7)]$	
27.	Bank Receivables	28,850	-	-	-	-	28,850	
28.	Microenterprise, Small Business and Retail Portfolio Receivables	-	-	-	-	-	-	
29.	Corporate Receivables	-	-	-	-	-	-	
30.	Exposure of Syariah Business Unit(if applicable)	-	-	-	-	-	-	
	Total counterparty credit risk exposure	9,579,371	-	-	-	-	9,579,371	

### Disclosure of Net Receivables and Credit Risk Mitigation - Bank and Subsidiaries Consolidated

							(in million Rp)
No.	Portfolio Category			31 Decem	ber 2012		
		Net Receivables		Guarant	eed		Not Guaranteed
			Collateral	Guarantees	Credit Assurances	Others	
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8) = (3)- $[(4)+(5)+(6)+(7)]$
A.	Balance Sheet Exposure						
1.	Government Receivables	142,268,348	-	-	-	-	142,268,348
2.	Public Sector Entity Receivables	55,139,564	6,066	-	-	-	55,133,498
3.	Multilateral Bank and International Institution Receivables	-	-	-	-	-	-
4.	Bank Receivables	25,961,049	-	-	-	-	25,961,049
5.	Mortgage Loans	946,339	-	-	-	-	946,339
6.	Commercial Property Loans	972,593	-	-	-	-	972,593
7.	Employee/Pensioner Loans	84,214,841	580	-	-	-	84,214,261
8.	Microenterprise, Small Business and Retail Portfolio Receivables	119,645,490	203,178	13,873,325		-	105,568,987
9.	Corporate Receivables	79,002,679	318,059	-	-	-	78,684,619
10.	Receivables Already Due	2,495,483	-	-	-	-	2,495,483
11.	Other Assets	23,268,487	-	-	-	-	23,268,487
12.	Exposure of Syariah Business Unit (if applicable)	14,189,780	-	-	-	-	14,189,780
	Total Balance Sheet Exposure	548,104,653	527,883	13,873,325	-	-	533,703,445
В.	Liabilities. Commitments, Exposure and Contingencies for Administrative Accounts Transactions	-	-	-	-	-	-
13.	Government Receivables	383,130	-	-	-		383,130
14.	Public Sector Entity Receivables	5,625,383	-	-	-	-	5,625,383
15.	Multilateral Development Bank and International Institutional Receivables	-	-	-	-	-	-

	Portfolio Category			31 Decem	nber 2012		
No.		Net Receivables		Guarant	eed		Not Guaranteed
			Collateral	Guarantees	Credit Assurances	Others	
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8) = (3)- $[(4)+(5)+(6)+(7)]$
16.	Bank Receivables	31,198	-	-	-	-	31,198
17.	Mortgage Loans	1,985	-	-	-	-	1,985
18.	Commercial Property Loans	598	-	-	-	-	598
19.	Employee/Pensioner Loans	-	-	-	-	-	-
20.	Microenterprise, Small Business and Retail Portfolio Receivables	236,698	-	-	-	-	236,698
21.	Corporate Receivables	5,698,998	-	-	-	-	5,698,998
22.	Receivables Already Due	-	-	-	-	-	-
23.	Exposure of Syariah Business Unit (if applicable)	138,657	-	-	-	-	138,657
	TOTAL TRA EXPOSURE	12,116,646	-	-	-	-	12,116,646
C.	Counterparty Credit Risk	-	-	-	-	-	-
24.	Government Receivables	9,550,521	-	-	-	-	9,550,521
25.	Public Sector Entity Receivables	-	-	-	-	-	-
26.	Multilateral Bank and International Institution Receivables	-	-	-	-	-	-
27.	Bank Receivables	28,850	-	-	-	-	28,850
28.	Microenterprise, Small Business and Retail Portfolio Receivables	-	-	-	-	-	-
29.	Corporate Receivables	-	-	-	-	-	-
30.	Exposure of Syariah Business Unit (if applicable)	-	-	-	-	-	-
	Total counterparty credit risk	9,579,371	-	-	-	-	9,579,371

### **RWA Credit Risk Calculations**

Measurement of the minimum capital requirements needed to cover credit risks wascalculated in reference to BI regulations using the Basel II Standardized Approach since January 2012.

In the standard approach, the calculations are made by multiplying the receivables against a predetermined weighted risk based on the current rating of the borrower or counterparty as per the appropriate portfolio category or by a fixed percentage for the specific type of receivable. The portfolios that were used for the rating were Bank Receivables and Corporate Receivables. Other receivables received an unrated weighted risk.

The Risk-Weighted Assets for the credit prisk as of December 31, 2012 were Rp259.49 trillion, while the consolidated RWA credit risk for the bank and its subsidiaries amounted to Rp271.36 trillion.

The following table illustrates how the credit risk position for RWA was calculated using the standard approach for BRI individually and consolidated with its subsidiaries as of December 31, 2012 in millions of dollars.

BRI and its subsidiaries have no exposure from credit risk due to settlement risk and no exposure due to securitization.

## Disclosure of Asset Exposure on Balance Sheet

	(in million Rp)							
			Bank		С	onsolidated		
No.	Portfolio Category	Net Receivables after Considering Impact of Credit Risk Mitigation	RWA After CRM	ATMR After CRM	Net Receivables after Considering Impact of Credit Risk Mitigation	RWA Before CRM	RWA After CRM	
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	
1.	Government Receivables	141,220,712	-	-	142,268,348	-	-	
2.	Public Sector Entity Receivables	55,016,434	27,341,864	27,338,831	55,139,564	27,403,429	27,400,396	
3.	Multilateral Development Bank and International Institutional Receivables	-	-	-	-	-	-	
4.	Bank Receivables	25,566,017	8,253,043	8,253,043	25,961,049	8,332,049	8,332,050	
5.	Mortgage Loans	897,612	336,981	336,981	946,339	356,472	356,472	
6.	Commercial Property Loans	960,842	960,842	960,842	972,593	972,593	972,593	
7.	Employee/Pensioner Loans	83,805,039	41,902,520	41,902,520	84,214,841	42,107,421	42,107,131	
8.	Microenterprise, Small Business and Retail Portfolio Receivables	118,780,469	89,085,352	81,332,743	119,645,490	89,734,118	81,951,405	
9.	Corporate Receivables	78,009,292	77,751,865	77,497,133	79,002,679	78,745,252	78,427,193	
10.	Receivables Already Due	2,495,483	3,743,225	3,743,225	2,495,483	3,743,225	3,743,225	
11.	Other Assets	23,205,247	9,493,564	9,493,564	23,268,487	9,529,740	9,529,740	
	Total Balance Sheet Exposure	529,957,148	258,869,255	250,858,881	533,914,873	260,924,298	252,820,203	

## Liabilities, Commitments and Contingency Exposure for Administrative Account Transactions

(in million Rp)

			Bank		Со	nsolidated	ттишот кру
No.	Portfolio Category	Net Receivables after Considering Impact of Credit Risk Mitigation	RWA Before CRM	RAW After CFM	Net Receivables after Considering Impact of Credit Risk Mitigation	RWA Before CRM	RAW After CFM
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
1.	Government Receivables	383,130	-	-	383,130	-	-
2.	Public Sector Entity Receivables	5,625,383	2,812,692	2,812,692	5,625,383	2,812,692	2,812,692
3.	Multilateral Development Bank and International Institutional Receivables	-	-	-	-	-	-
4.	Bank Receivables	4,765	953	953	31,198	6,240	6,240
5.	Mortgage Loans	-	-	-	1,985	794	794
6.	Commercial Property Loans	-	-	-	598	598	598
7.	Employee/Pensioner Loans	-	-	-	-	-	-
8.	Microenterprise, Small Business and Retail Portfolio Receivables	207,998	155,999	155,999	236,698	177,523	177,523
9.	Corporate Receivables	5,647,200	5,647,200	5,647,200	5,698,998	5,698,998	5,698,998
10.	Receivables Already Due	-	-	-	-	-	-
	Total	11,868,476	8,616,843	8,616,843	11,977,990	8,696,845	8,696,845

## Disclosure of Counterparty Credit Risk Exposure

			Bank		Consolidated			
No.	Portfolio Category	Net Receivables after Considering Impact of Credit Risk Mitigation	RWA Before CRM	RWA After CRM	Net Receivables after Considering Impact of Credit Risk Mitigation	RWA Before CRM	RWA After CRM	
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	
1.	Government Receivables	9,550,521	-	-	9,550,521	-	-	
2.	Public Sector Entity Receivables	-	-	-	-	-	-	
3.	Multilateral Development Bank and International Institutional Receivables	-	-	-	-	-	-	
4.	Bank Receivables	28,850	14,425	14,425	28,850	14,425	14,425	
5.	Microenterprise, Small Business and Retail Portfolio Receivables	-	-	-	-	-	-	
6.	Corporate Receivables	-	-	-	-	-	-	
	Total	9,579,371	14,425	14,425	9,579,371	14,425	14,425	

### **BRI Syariah Exposure**

(in million Rp)

		Consolidated				
No.	Transaction Type	Capital Factor Deduction	RWA			
(1)	(2)	(3)	(4)			
1.	Total Exposure	-	9,824,577			
	Total		9,824,577			

#### Total Measurement of Credit Risk

(in million Rp)

No.	Transaction Type	Bank	Consolidated
(1)	(2)	(3)	(4)
	Total RWA Credit Risk	259,490,149	271,356,050
	Total Deduction Capital Factor	-	-

#### Market Risk

Market risk is the risk from balance sheet and off-balance sheet positions, including derivative transactions, due to changes in overall market conditions, including the risk of option price changes.

BRI's market risk management organization comprises front-office working units (Treasury Division), back-office units (Operations Center Division) and middle-office units (Risk Management Division), each with their own respective authority. Front-office units are authorized to conduct transactions involving financial instruments. Mid-office units establish and monitor market risk limits and periodically verify the market data (market prices) that are used to mark to market (MTM). Back-office units settle treasury transactions and establish the daily market prices (MTM) at the end of each day.

BRI has implemented a treasury and market risk application system (GUAVA), which is an integrated system that is used by employees in front-, mid- and back-office units. This application is used to measure market risk in a process integrated with daily transactions. In addition to monitoring risk exposure, the system also

monitors market risk limits and transaction limits, including nominal dealer transaction limits, cut-loss limits and stop-loss limits. Monitoring is done on a daily basis to accelerate the process in providing an up-to-date information to support decision-making by loan officers and management in a timely manner, especially for instruments that fall into the category of trading instruments.

The trading book portfolio is the position of all financial instruments listed on and off-balance sheet and derivative transactions held for trading purposes that can be traded or transferred freely, or whose value can be preserved arising from proprietary position transactions, upon request of the customer, or brokering activities, and in the context of the establishment of market making. Transactions involving financial assets or derivatives that are designated as trading positions can only be owned within a certain timeframe. The grouping of financial assets or derivatives in the trading book portfolio has been consistently adhered to by BRI, and these assets and derivatives cannot be moved from the trading book to the banking book portfolio.

The banking book portfolio cannot be managed using trading transactions in order to obtain profit from price differences in the short term. The banking book portfolio is intended to liquidity purpose or is held until maturity.

Valuation of the trading book portfolio and the banking book portfolio is done using the quoted market prices of actively traded instruments (mark to market). The market price reflects actual and routine transactions conducted normally. Valuation results are based on market value (mark to market) and are periodically validated to ensure that consistent and fair market prices are used. If market prices are not available because the instruments are not actively traded, the determination of fair value is fixed using the best-estimate approach (mark to model).

BRI measures market risk for the purpose of periodically monitoring risk for capital adequacy calculations. Application of capital calculations currently accommodates the 1988 and 1996 Capital Accords that calculate credit risk and market risk based on adequate bank capital. In accordance with the 1996 Capital Accord and Basel II, market risk can be calculated using two (2) preferred methods: the standard method and the internal model.

Given the complexity of the methodologies used to calculate market risk, application of this method requires the readiness of banks to apply market risk calculations to fix capital requirements. Therefore, BRI has gradually implemented an approximation methodology, starting with the standard method.

In accordance with Bank Indonesia (BI) regulations, calculation of market risk by the standard method must take into account the bank omly without subsidiaries, including Interest Rate Risk and Foreign Exchange Risk. Calculations of Interest Rate Risk by the standard method were made considering all BRI financial instruments classified as Trading Book that were exposed to Interest Rate Risk. The calculation of Exchange Rate Risk by the standard method was made for BRI's Trading Book and Banking Book positions that were exposed to Exchange Rate Risk.

The risk factors that were considered when calculating the Interest Rate Risk using the standard method were as follows:

- Specific Risk from any effect or financial instrument, regardless of the position, whether long or short. An offset was not possible unless the positions were identical.
- General Market Risk of the total portfolio, where long or short positions for different securities or instruments can be offset.

The market value of securities used to calculate Specific Risk and General Risk is a dirty price, determined by adding the market value of securities (clean price) to the present value of the interest income to be received (accrued interest). The present value of accrued interest cannot be determined if the coupon payment value period creates a material difference.

Foreign Exchange Risk Calculations were performed on all positions in BRI's Trading Book and Banking Book portfolios using foreign currencies, including gold, with reference to the calculation of the Net Open Position (NOP). Use of an instrument that was denominated in foreign currency, other than those exposed to Foreign Exchange Risk, also enabled BRI to experience Interest Rate Risk (e.g., in cross-currency swaps). In this case, the Interest Rate Risk exposure was also taken into account.

Capital charges for Foreign Exchange Risk from foreign currency positions amounted to 8 percent of BRI's NOPs as a whole at the end of the day. NOP is a number that is the sum of the absolute value of the amount of net excess assets and liabilities denominated in each foreign currency, plus the net difference between receivables and payables, which are either commitments or contingencies for the administrative account for each foreign currency, which are expressed in IDR.

Portfolio coverage accounted for in the Capital Adequacy Ratio (CAR) is as follows:

- 1. Positions held for resale in the short term.
- 2. Positions held for the purpose of short-term profit from price movement, actual or potential.
- 3. Positions held for the purpose of retaining the advantages of arbitration (locking in arbitrage profit).
- Derivative instruments associated with securities or other interest such as Forward Bond, Bond Options, Interest Rate Swaps, Cross-Currency Swaps, Forward Foreign Exchange, Interest Rate Options and Forward Rate Agreements/FRAs.

- 5. Entire debt securities with fixed or floating interest rates and all financial instruments that have similar characteristics, including certificates of deposit that can be traded (Negotiable Certificates of Deposits) and securities sold by BRI on condition of repurchase (Repo/Securities Lending).
- 6. BRI's foreign exchange position in the trading book and the banking book exposed to exchange rate risk.

#### Disclosure of Market Risk using Standard Method

(in million Rp)

No.	Risk Type		31 Decem	nber 2012	(штишноп кр)
		Bai	nk	Consol	idated
		Capital Expense	RWA	Capital Expense	RWA
(1)	(2)	(3)	(4)	(5)	(6)
1.	Interest Rate Risk	-	-	-	-
	a. Specific Risk	-	-	-	-
	b. General Risk	-	-	4,203	52,531
2.	Foreign Exchange Risk	132,358	1,654,474	132,687	1,658,586
3.	Equities Risk*	-	-	-	-
4.	Commodities Risk*	-	-	-	-
5.	Options Risk	-	-	-	-
	Total	132,358	1,654,474	136,889	1,711,117

<sup>\*</sup>For the bank and subsidiaries with risk exposure

To anticipate market risk for treasury activities, BRI has taken several steps to measure, monitor and control such activities, including:

- 1. Measurement steps such as:
  - a. Sensitivity testing of interest rates, analyzing the sensitivity of interest rates to be used as an indicator to predict the potential for interest rate risks and to develop strategic policies for trading treasury activity.
  - b. Volatility of foreign exchange and interest rates, measuring the level of volatility (change) in exchange rates and interest rates based on a confidence level that can be used to quantify the potential risk of exchange rates and interest rates for the treasury trading portfolio.



BRI conducts stress tests on a regular basis using variety of scenarios to monitor and establish Capital Adequacy Ratios to anticipate market risks.

- c. Stress testing and back testing;
  - Stress testing, to simulate specific scenarios to examine the adequacy of capital and bank liquidity in the certain conditions, such as certain interest rates and foreign exchange rates reach up a certain level or the liquidity situation based on a particular situation.
  - Back testing, to ensure the accuracy of measuring devices used to measure market risk by comparing predictions with the market risk losses (actual losses).
- Revaluation of treasury positions and of BRI as a whole, including calculations for treasury products with hypothetical market prices.
- Control measures, such as Profit and Loss
  Assistance, to provide data on profits and losses
  for daily treasury activities, to evaluate treasury
  performance against predetermined targets.
- Control measures include:
  - a. Limit and excess controls (front end), to oversee activity limits for treasury transactions, to ensure that the treasury has complied with transaction limits established primarily for cut-loss limits.

 New Product and/or Activity Review for treasury transactions, discussing the characteristics of new products or activities in trading activities for their potential for profit and loss, potential risk, settlement procedures, revaluation and risk mitigation.

### **Operational Risk**

Operational risk is the risk due to inadequate or failed internal processes, human error, system failure or the external events that affect the bank's operations.

BRI's Operational Risk Management Governance system is based on three lines of defense, namely Risk-Taking Units (operational working units), Risk-Control Units (Risk Management Division), and the Internal Audit Function (Internal Audit). The system has been designed to create a sense of responsibility and belonging as close as possible to the area where risks usually arise and to create a center of excellence to add real value to the overall business. BRI is aware that Operational Working Units (UKO) are responsible for operational risks and other risks arising from their activities; however, operational risk management was developed to support working units to improve the control and management of operational risk in their respective field and provide a risk profile that enables more informed decision making.

BRI's operational risk management structure depicts the relationship between operational risk management functions at the corporate level, the operational working units level and the involvement of the Internal Audit section for the assurance function. Operational risk management at BRI was designed with an organizational structure that describes the involvement of all stakeholders in operational risk management (Commissioners, Directors, Risk Management Committee, Risk Management Division, Operational Working Units, the operational risk management function, as well as the Internal Audit).

BRI has established an Operational Risk Management Committee (ORMC), which act also as a Risk Management Sub-Committee (RMC), to discuss issues related to operational risk.

The implementation of effective operational risk management was effected to anticipate disturbances through an early-identification process so that corrective action can be formulated proactively.

The purpose of BRI's operational risk management and its various methods and supporting infrastructure is not only to meet regulatory requirements or to calculate needed operational risk capital reserves, but to improve the quality of the business and operational activities of BRI and to improve the governance of operational risk management, so that business continuity and BRI's operations can be maintained under any circumstances.

To improve and streamline the implementation of operational risk management, including the improvement of internal quality control systems, BRI requires operational risk management tools. The main elements supporting operational risk management consist of:

- Risk and Control Self-Assessment (RCSA)
   With RCSA, operational working units are expected
   to identify key risks that might cause loss and to
   measure the risks. Thus, operational working units
   will be able to control and monitor those risks.
- Key Risk Indicators (IRU)
   The use of IRUs is expected to bring benefits in the form of preventive measures and improvements to various indicators that can cause losses. Through IRUs, operational working units will be able to prevent losses.



BRI measures operational risk using the Basic Indicator Approach (BIA) on a periodic basis in accordance with Bank Indonesia regulations.

3. Incident Management (MI)

Through MI, operational working units are expected to conduct monitoring in an orderly and honest manner, reporting and monitoring a variety of cases, including action settlement, and to improve internal controls needed to minimize the risk of potential losses.

RCSA prediction accuracy can be controlled by the results listed on the MI. If a working unit faces many cases that need to be managed by the MI system, then this should also be reflected in the results of RCSA and vice versa. While IRUs are determined on the basis of key risks according to the RCSA if It is managed properly, IRUs can also function as an early warning. Thus, working unit managers would be able to quickly perform actions to ensure that key risks do not cause real loss.

Given that RCSAs are subjective and predictive, In order to improve their accuracy and reduce false assessments, RCSAs must be devised using technical guidance and interpretations of each risk covered by the RCSAs.

BRI has also implemented Business Continuity Management (BCM) to maintain the continuity of its important business activities and operations, such as securing BRI assets and protecting the lives and safety of employees and customers in situations of disruption or disaster. BCM was implemented for all BRI working units in Indonesia.

Management of priority operational risk issues has been addressed within the framework of an operational risk management system that was designed with attention given to the needs of BRI, BI regulations and best practices. In addition, BRI continues to improve the implementation of operational risks through:

- 1. Application of the Risk Management Forum as a media for the leaders of working units to meet with employees to discuss inherent concerns (risks) in business activities or operations. The results of these discussions on risks that require follow-up and resolution from decision-makers can be escalated to a higher level.
- 2. A Maturity Assessment for Risk Management Implementation, to show user maturity levels in implementing the risk management application. Assessment maturity is expected to provide feedback for each office for the implementation of better risk management.
- 3. Implementation of adequate risk management tests for new products or activities (PAB). Any new products or activities proposed by a working unit must be tested to ensure risk management procedures for the new product or activities are sufficient.
- 4. Determination and implementation of an Anti-Fraud Strategy as part of the implementation of Risk Management for the prevention and management of fraud at BRI. The Anti-Fraud Strategy includes four (4) pillars, as required by Bank Indonesia, namely (a) prevention; (b) detection; (c) investigation, reporting and sanctions; and (d) evaluation, monitoring and follow-up. The Board of BRI has also stated its "zero tolerance" of any occurrence of fraud at BRI. Anti-Fraud Commitments were also made by BRI employees as a form of increased awareness.
- 5. Monitoring and control of operational risk are conducted through information sources, such as Risk Management Forums and Operational Risk Management procedures, such as the RCSA.IRU, and MI systems. The results of monitoring and control are presented in the Regional Office Risk Profile on a monthly basis, and the Top 50 Risk Issues are promulgated on a quarterly basis in the form of a paperback book.
- 6. Simultaneous coordination of the implementation of BCM with relevant working units, including the implementation of tests, such as the Switch-Over DC-DRC and disaster evacuation training activities in several buildings in several BRI offices, including the headquarters.

Operational risk RWA calculations were made in accordance with BI regulations using the Basic Indicator Approach (BIA). Below is a table of capital expenses and operational risks for RWA using the Basic Indicator Approach.

### Disclosure of Operating Risks using BIA Method

			Bank		Consolidated			
No.	Approach Used	Gross Approach (Average of last 3 years)	Capital Expense	RWA	Gross Approach (Average of last 3 years)	Capital Expense	RWA	
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	
1.	Basic Approximation Indicator	34,243,949	5,136,592	64,207,405	34,401,371	5,160,206	64,502,571	
	Total	34,243,949	5,136,592	64,207,405	34,401,371	5,160,206	64,502,571	

### **Liquidity Risk**

Liquidity risk is the risk due to the inability of the bank to meet its matured obligations from cash flow funding sources or from highly liquid assets that can be pledged without disturbing the activities and financial condition of the bank.

Implementation of Liquidity Risk Management at the corporate level is coordinated by the Treasury Division and the Risk Management Division, which analyze the sources of liquidity risk. The Treasury Division is responsible for managing liquidity nationally, both for inter-day, daily, short-, medium- and long-term investment, in rupiah and foreign currency, in accordance with applicable regulations. The Risk Management Division is responsible for preparing and conducting reviews of liquidity risk management policies. The results of monitoring and a statement of the liquidity risk position are presented in periodic reports submitted to the Board of Directors and the Board of Commissioners.

Liquidity risk is actively monitored with respect to internal and external indicators that are part of an early warning system, including:

- 1. Internal indicators providing early warnings of liquidity risk, such as:
  - a. Deteriorating asset quality;
  - b. Increased concentration on a few assets and limited financial resources:
  - c. Increased currency mismatch;
  - d. Repeatedly exceeding set limits;
  - e. An increase in the cost of funds for BRI as a whole:
  - f. Worsening cash flow as a result of large maturity mismatches, especially in the short term.



BRI maintains its secondary reserve in the form of high-quality liquid assets and maintains funds that can be categorized as long term

- External warning indicators of liquidity risk, such as:
  - a. Negative public perceptions of BRI;
  - b. A decrease in BRI's ratings by relevant agencies;
  - c. A continuous decline in BRI's stock price;
  - d. A decrease in credit line facilities provided by correspondent banks;
  - e. Increased withdrawal of time deposits before maturity;
  - f. Limited access to funding in the medium and long term;
  - g. Tight market liquidity;
  - h. Changes in regulatory policy with a significant impact on banks.

To get a picture of BRI's actual liquidity, the results of measurements using liquidity ratios are analyzed more deeply, along with qualitative information associated with the current situation so as to produce a fair and comprehensive conclusion. Liquidity risk gauges used comprised cash flow, maturity profile, liquidity ratio and liquidity risk stress tests.

The table below presents information regarding the mapping of assets and liabilities on the balance sheet, as well as receivables and payables in administrative accounts, on a specific time scale based on the remaining period until maturity as of December 31, 2012.

					04-8	1 0048		(in million R		
			31 December 2012  Maturity Date							
		Portfolio Category	Balance	≤ 1 months	>1 mo 3mo.	>3 mo 6mo.	> 6 mo 12mo.	> 12 month		
)		(2)	(3)	(4)	(5)	(6)	(7)	(8)		
E	BALAN	CE SHEET								
	A. Asse	ets								
	1	Cash	13,450,227	13,450,227	-	-	-			
	2	Placements with Bank Indonesia	94,497,994	59,875,723	21,131,764	13,490,507	-			
	3	Placements with Other Banks	1,803,798	1,548,798	255,000	-	-			
	4	Marketable securities	37,538,188	11,797,964	1,627,741	8,461,574	2,516,239	13,134,6		
	5	Loans	311,335,938	14,957,386	22,190,689	21,254,353	37,150,177	215,783,3		
	6	Other receivables	6,907,674	573,963	1,955,525	2,256,633	2,121,553			
	7	Others	9,389,924	837	621	1,239	24,138	9,363,0		
1	Total as	sets	474,923,743	102,204,898	47,161,340	45,464,306	41,812,107	238,281,0		
E	B. Liabi	lities								
	1	Third-Party Funds	390,186,602	332,639,011	18,183,335	8,013,306	31,040,598	310,3		
	2	Liabilities to Bank Indonesia	81,594	77,377	4,217	-	-			
	3	Liabilities to other banks	448,164	448,164	-	-	-			
	4	Marketable securities issued	-	-	-	-	-			
	5	Loans	40,787	-	4,066	23,017	-	13,7		
	6	Other Liabilities	5,489	349	5,140	-	-			
	7	Others	543,295	437,974	61,591	38,251	-	5,4		
7	Total lia	abilities	391,305,931	333,602,875	18,258,349	8,074,574	31,040,598	329,5		
		nces between assets with es on balance sheet	83,617,812	(231,397,977)	28,902,991	37,389,732	10,771,509	237,951,5		
A	ADMIN	ISTRATIVE ACCOUNTS								
		eivables, Administrative ounts								
	1	Commitments	-	-	-	-	-			
	2	Contingencies	180,573	114,427	3,768	7,807	13,046	41,5		
	Total Re Accoun	eceivables, Administrative ts	180,573	114,427	3,768	7,807	13,046	41,5		
E	B. Liabi	lities, Administrative Accoun	ts							
	1	Commitments	59,704,866	5,150,867	10,581,881	12,315,272	31,656,846			
			0,,,01,000	5,.00,007	. 5,551,001	10 10 12 12				

(in million Rp)

							(in million Rp)			
No.	Portfolio Category	31 December 2012								
		Balance	Maturity Date							
			< 1 months	>1 mo 3mo.	>3 mo 6mo.	> 6 mo 12mo.	> 12 months			
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)			
	Total liabilities, administrative accounts	63,552,949	6,312,232	11,416,793	12,817,422	33,006,502	-			
	Differences between receivables and liabilities for administrative accounts	(63,372,376)	(6,197,805)	(11,413,025)	(12,809,615)	(32,993,456)	41,525			
	Difference (IA-IB) + (IIA+IIB)	20,245,436	(237,595,782)	17,489,966	24,580,117	(22,221,947)	237,993,082			
	Cumulative Difference									

## Disclosure of Foreign Currency Maturities, Bank Only (Without Subsidiaries)

		Portfolio Category	31 December 2012							
No.				Maturity Date						
			Balance	< 1 months	>1 mo 3mo.	>3 mo 6mo.	> 6 mo 12mo.	> 12 months		
(1)		(2)	(3)	(4)	(5)	(6)	(7)	(8)		
- 1	BALAN	CE SHEET								
	A. Ass	ets								
	1	Cash	284,543	284,543	-	-	-	-		
	2	Placements with Bank Indonesia	6,146,873	5,183,321	481,821	481,731	-	-		
	3	Placements with Other Banks	8,636,344	8,626,706	9,638	-	-	-		
	4	Marketable securities	6,999,619	2,854,341	48,188	-	67,463	4,029,627		
	5	Loans	36,891,249	10,785,703	1,648,194	2,024,216	5,510,396	16,922,740		
	6	Other receivables	4,791,316	556,689	1,950,561	2,205,451	-	78,615		
	7	Others	80,572	74,312	-	6,260	-	-		
	Total a	ssets	63,830,516	28,365,615	4,138,402	4,717,658	5,577,859	21,030,982		
	B. Liab	ilities								
	1	Third-Party Funds	45,911,482	27,431,588	5,868,092	7,288,616	5,322,003	1,183		
	2	Liabilities to Bank Indonesia	-	-	-	-	-	-		
	3	Liabilities to other banks	5,407	5,407	-	-	-	-		
	4	Marketable securities issued	-	-	-	-	-			
	5	Loans	10,571,748	1,692,127	3,467,951	5,411,670	-	-		
	6	Other Liabilities	4,914,659	560,092	1,950,669	2,205,451	-	198,447		
	7	Others	75,140	26,260	18,175	30,705	-	-		
	Total li	abilities	61,478,436	29,715,474	11,304,887	14,936,442	5,322,003	199,630		

(in million Rp)

						(11	n million Rp)		
		31 December 2012							
No.	Portfolio Category		Maturity Date						
		Balance	< 1 months	>1 mo 3mo.	>3 mo 6mo.	> 6 mo 12mo.	> 12 months		
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)		
	Differences between assets with liabilities on balance sheet	2,352,080	(1,349,859)	(7,166,485)	(10,218,784)	255,856	20,831,352		
П	ADMINISTRATIVE ACCOUNTS								
	A. Receivables, Administrative Accounts								
	1 Commitments	-	-	-	-	-	-		
	2 Contingencies	15,192	1,648	-	-	-	13,544		
	Total Receivables, Administrative Accounts	15,192	1,648	-	-	-	13,544		
	B. Liabilities, Administrative Accounts								
	1 Commitments	27,733,344	2,019,384	12,909,894	1,456,517	11,347,549	-		
	2 Contingencies	8,320,674	409,867	991,314	1,510,316	5,409,177	-		
	Total liabilities, administrative accounts	36,054,018	2,429,251	13,901,208	2,966,833	16,756,726	-		
	Differences between receivables and liabilities for administrative accounts	(36,038,826)	(2,427,603)	(13,901,208)	(2,966,833)	(16,756,726)	13,544		
	Difference (IA-IB) + (IIA-IIB)	38,406,098	1,079,392	6,734,723	(7,251,951)	17,012,582	20,831,352		
	Cumulative Difference								

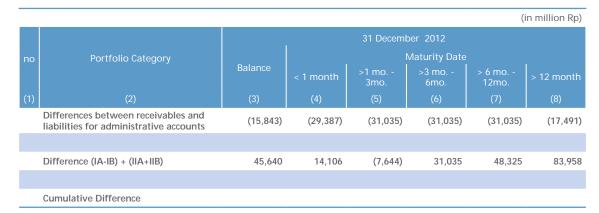
## Disclosure of Maturity Dates for Rupiah Profile – Bank and Subsidiaries Consolidated

	Portfolio Category	31 December 2012							
No.		Balance	Maturity Date						
			< 1 month	>1 mo 3 mo.	>3 mo 6 mo.	> 6 mo 12 mo.	> 12 month		
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)		
I	BALANCE SHEET								
	A. Assets								
	1 Cash	13,610,752	13,610,752	-	-	-	-		
	Placements with Bank Indonesia	97,642,069	63,019,798	21,131,764	13,490,507	-	-		
	3 Placements with Other Banks	2,272,424	2,017,424	255,000	-	-	-		
	4 Securities	38,453,637	11,862,649	1,627,741	8,986,574	2,516,239	13,460,434		
	5 Loans	325,031,507	15,656,981	23,012,065	21,915,768	38,197,482	226,249,211		
	6 Other receivables	6,933,419	599,708	1,955,525	2,256,633	2,121,553	-		
	7 Others	9,423,458	1,067	31,535	3,629	24,138	9,363,089		
	Total assets	493,367,266	106,768,379	48,013,630	46,653,111	42,859,412	249,072,734		

(in million Rp)

		31 December 2012							
No.	Portfolio Category		Maturity Date						
		Balance	< 1 month	>1 mo 3 mo.	>3 mo 6 mo.	> 6 mo 12 mo.	> 12 month		
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)		
	B. Liabilities					-			
	1 Third-Party Funds	403,851,521	343,718,010	20,456,540	8,280,732	31,083,539	312,700		
	2 Liabilities to Bank Indonesia	81,594	77,377	4,217	-	-	-		
	3 Liabilities to other banks	2,238,753	1,560,066	675,800	500	2,387	-		
	4 Marketable securities issued	-	-	-	-	-	-		
	5 Loans	317,007	-	129,489	65,928	-	121,590		
	6 Other Liabilities	23,655	14,033	9,622	-	-	-		
	7 Others	551,813	446,492	61,591	38,251	-	5,479		
	Total liabilities	407,064,343	345,815,978	21,337,259	8,385,411	31,085,926	439,769		
	Differences between assets with liabilities on balance sheet	86,302,923	(239,047,599)	26,676,371	38,267,700	11,773,486	248,632,965		
II	ADMINISTRATIVE ACCOUNTS								
	A. Receivables, Administrative Accounts								
	1 Commitments	532,710	135,525	7,825	38,015	171,672	179,673		
	2 Contingencies	250,201	155,859	3,768	7,807	13,046	69,721		
	Total Receivables, Administrative Accounts	782,911	291,384	11,593	45,822	184,718	249,394		
	B. Liabilities, Administrative Accounts								
	1 Commitments	60,140,354	5,189,170	10,589,706	12,353,287	31,828,518	179,673		
	2 Contingencies	3,876,279	1,161,365	834,912	502,150	1,349,656	28,196		
	Total liabilities, administrative accounts	64,016,633	6,350,535	11,424,618	12,855,437	33,178,174	207,869		
	Differences between receivables and liabilities for administrative accounts	(63,233,722)	(38,303)	(7,825)	(38,015)	(171,672)	(207,869)		
	Difference (IA-IB) + (IIA+IIB)	23,069,201	(239,085,902)	26,668,546	38,229,685	11,601,814	248,425,096		
	Cumulative Difference								

		e of Maturity and Foreign Curre					(i	n million Rp		
			31 December 2012							
10	Portfolio Category			Maturity Date	ty Date					
			Balance	< 1 month	>1 mo 3mo.	>3 mo 6mo.	> 6 mo 12mo.	> 12 mont		
1)		(2)	(3)	(4)	(5)	(6)	(7)	(8)		
	BALA	NCE SHEET								
	A. Ass	ets								
	1	Cash	284,701	284,701	-	-	-			
	2	Placements With Bank Indonesia	6,153,619	5,190,067	481,821	481,731	-			
	3	Placements with Other Banks	8,686,730	8,677,092	9,638	-	-			
	4	Securities	6,999,619	2,854,341	48,188	-	67,463	4,029,62		
	5	Loans	36,975,038	10,785,703	1,648,194	2,024,216	5,527,686	16,989,23		
	6	Other receivables	4,791,316	556,689	1,950,561	2,205,451	-	78,61		
	7	Others	80,572	74,312	-	6,260	-			
	Total a	assets	63,971,595	57,290		-	17,290	66,49		
			-							
	B. Liab	pilities					-			
	1	Third-Party Funds	46,314,858	27,834,837	5,868,221	7,288,615	5,322,002	1,18		
	2	Liabilities to Bank Indonesia	-	-	-	-	-			
	3	Liabilities to other banks	43,957	5,407	38,550	-	-			
	4	Marketable securities issued	-	-	-	-	-			
	5	Loans	10,571,748	1,692,127	3,467,951	5,411,670	-			
	6	Other liabilities	4,914,659	560,092	1,950,669	2,205,451	-	198,44		
	7	Others	75,240	26,360	18,175	30,705	-			
	Total I	iabilities	61,920,462	72,571	38,679	-	-	3		
		ences between assets with	29,797	(15,281)	(38,679)		17,290	66,46		
	liabilit	ies on balance sheet	_,,,,,	(10/201)	(00,077)		.,,_,	00/10		
	ADMII	NISTRATIVE ACCOUNTS								
		reivables, Administrative Accounts								
		Commitments	_			_	_			
		Contingencies	15,192	1,648	_	_	_	13,54		
		Receivables, Administrative								
	Accou		15,192	1,648		-	-	13,54		
	B. Liak	pilities, Administrative Accounts								
	1	Commitments	347,423	253,081	3,768	7,807	13,046	69,72		
	2	Contingencies	644,257	152,730	11,593	45,822	184,718	249,39		
	Total I	iabilities, administrative accounts	31,035	31,035	31,035	31,035	31,035	31,03		



Liquidity risk management is conducted by the Treasury Division and Risk Management Division as a follow-up to the results of performance monitoring and to ensure the compliance of operational working units with a predetermined liquidity limit. Specifically, the Treasury Division also considers early-warning indicators when monitoring the position of liquidity as part of the liquidity management process, and to record any increasing potential for risk.

The results of the Treasury Division's monitoring of liquidity position and risk are presented in periodic reports submitted to BRI's Board of Directors and Board of Commissioners. In the case that the monitoring result shows an indication of potential increases in liquidity risk, the Treasury Division recommends steps to mitigate risk exposure or adjustments the liquidity management strategy at an ALCO Meeting or Contingency Crisis Team (CCT) Meeting, where follow-up action will be taken to control the situation in the form of prevention or effective remedies in prudent banking concept.

#### **Legal Risk**

Legal risk results from lawsuits or judicial weakness. The Legal Division, as the coordinator of Legal Risk Management, works in conjunction with the Risk Management Division to manage BRI's Legal Risks. In order to support Legal Risk Management across BRI's entire network, the Legal Division coordinates with legal officers in the regional offices. In addition, there is a Risk Management Function (RMF) at all branch offices, comprising an Operational RMF, a Marketing RMF and a Micro RMF, to help monitor Legal Risk as it arises in each BRI working unit, according to the specific field and in coordination with the regional office legal officer.

The control on Legal Risk is carried out in a number of ways, such as:

- a. The Legal Division, as the coordinator of BRI's Legal Risk Management, reviews any changes related to laws and regulations so as to ensure that BRI's internal policies are not deviate from current external regulations.
- b. The Legal Division offers legal advice and opinions on agreements between BRI and third parties to protect BRI's legal interests before agreements are signed by BRI's management.
- c. Every banking transaction at BRI which covers operations, loans and labor affairs is conducted in accordance with the current regulations and supported by required documents.
- d. The Legal Division cooperates with the legal officer at each Regional Office monitoring the legal risk at all BRI working units with optimizing a reporting mechanism and by documenting legal cases and promulgating information on the modus operandi of crimes following legal handling procedures to minimize legal risk.
- e. The Legal Division compiles legal guidelines such as, for instance, guidelines on cooperation agreements and legal booklets for operations and loan disbursement.
- f. Employee development at the operational working units (UKO) in Regional Offices is carried out by increasing competencies related to controlling the legal risk in the their operating areas, discussions of opinions about particular legal events that have occurred, and so on.

- g. Legal officers at Regional Offices provide legal assistance, according to their authority to UKOs, if a legal case occurs at OKU and coordinate with the Legal Division.
- h. The Legal Division provides legal assistance according to its authority when a case arises.
- If needed, an UKO can consult with the Legal Division about legal issues related to operational matters.
- j. In the event of a lawsuit being brought that has the potential to cause significant loss to the Bank or a lawsuit that could have a significant impact on BRI's reputation, a contingency plan must be put into action to reduce legal risk. Contingency plans may include using a lawyer and reporting any developments on the case to the Board of Directors.
- k. As part of its legal risk monitoring, the Legal Division coordinates with the Risk Management Division in reporting every month BRI's legal risk profile to the Board of Directors via the Risk Profile Dashboard.

#### Strategic Risk

Strategic risk is risk resulting from imprecisions in making or carrying out a strategic decision as well as failing to anticipate changes in the business environment.

The primary objective of Risk Management for Strategic Risk is to minimize the possibility of a negative impact from these inaccuracies in strategic decision making or the failure to anticipate changes to the business environment.

Formulating and monitoring the implementation of strategy includes a corporate plan and business plan, are conducted by the Strategic Planning and Business Development Division. The formulating and monitoring are carried out in accordance with external regulations.

All product development plans or new activities, the setting of new target markets and those that should be avoided, as well as corporate actions such as mergers and acquisitions, need to be carefully prepared while

taking into account BRI resources. Establishing accurate strategies in the development and maintenance of IT; HR management that includes recruitment, development, coaching and exit policies; product development or new activities; services; network expansion; targeted market penetration; and good marketing communication can all help BRI to succeed in maintaining both a competitive edge in the banking business and business sustainability. Furthermore, a strategy becomes ineffective if it is not accompanied by the fulfillment of supporting factors required for success.

In terms of identifying internal and external changes, BRI conducts studies or research – both internally and externally – in corporate, business and support areas, and it analyzes the environment and potential business sectors as well.

In mitigating strategic risk, BRI has already put into action periodic monitoring tools with regard to strategy implementation and the achievement of predetermined targets. Via parameters reflected in the Risk Profile, especially Strategic Risk, strategic planning of all initiatives relating to business lines and their support are monitored in order to ensure the achievement of predetermined short-term and long-term business targets. In addition, to measure the progress level, BRI received realization reports on the bank business plans, functional work plans and budget plans from each working unit on a quarterly basis.

#### **Compliance Risk**

Compliance Risk is risk resulting from BRI not complying with or implementing legislation and regulations that are in force. The banking industry is highly regulated; therefore, BRI always monitors its compliance with regulations issued by Bank Indonesia as well as other competent authorities. Regulatory sanctions for violations of those regulations are vary from reprimands, penalties and fines all the way up to license revocation. Managing compliance takes place in all credit and noncredit activities according to the regulations.

The following two programs, Anti-Money Laundering (AML) and Combating the Financing of Terrorism (CFT), have been applied in accordance with relevant regulations. Promulgation of the Enhanced Due Diligence(EDD) program, which is broader in its scope of implementation than the Customer Due Diligence(CDD) program that was previously known as Know Your Customer (KYC), is conducted periodically with the aim of raising awareness of the procedures involved and compliance to these procedures among BRI operational working units. Furthermore, BRI also applies a Risk-Based Approach methodology that is summarized in policies and SOPs (Standard Operating Procedures) relating to the AML and CFT to protect BRI from becoming a target of money laundering and terrorism activities.

The Compliance Division, as the coordinator of Compliance Risk Management, coordinates with the Risk Management Division in managing BRI's Compliance Risk. In order to support compliance risk management at the regional level, the Compliance Division is assisted by the Regional Office Risk Management Department. The Risk Management Division reports any occurrence of Compliance Risk to the Board of Directors each month via BRI's Risk Profile Dashboard

BRI has developed a module in the compliance risk management process via its Management of Incidents (MI) device. Through the MI device, BRI can identify and monitor sanctions, fines and penalties resulting from violations of regulatory rules so that steps can be taken to control compliance risk. This device is monitored by the Risk Management Division to oversee Corporate Compliance Risk, and the Regional Office Risk Management Department to observe Compliance Risk at the level of regional working units.

#### **Reputational Risk**

Reputational Risk is the risk resulting from the decreased levels of stakeholder confidence emanating from a negative perception of the bank.

The function to control Reputational Risk is carried out by the Corporate Secretary Division (CSD) as part of BRI's public relations. Periodically, the CSD assesses the reputational risk parameters that are reported to the Board of Directors, with a copy going to the Risk Management Division to create BRI's risk profile, which in turn is reported to Bank Indonesia.

BRI's public relations experience in handling negative publicity, whether on a national or local scale, has proven very helpful in maintaining a level of trust among the public in general and BRI customers in particular. Although BRI's reputation is currently very good, the management of negative publicity in connection to any of BRI's operational aspects has to be implemented in accordance with prevailing regulations.

BRI immediately follows up and addresses customer complaints and legal action that could increase exposure to Reputational Risk. In addition, mitigating both Reputational Risk and events that give rise to Reputational Risk are conducted by considering the fundamental substance of the problem and the costs involved.

During a crisis, reputational risk management is governed by BRI's Business Continuity Management policy that aims to minimize the impact upon reputation if and when a disruption or disaster occurs. BRI has a Crisis Management Team (CMT) that plays an important role at such times, assuming responsibility for carrying out the steps that need to be taken including the management of reputational risk. CMTs are established across BRI working units, with a Headquarters CMT, Regional Office CMTs and Branch Office CMTs. A key strategic aspect that must be monitored when managing reputational risk during a crisis is the maintenance of confidence among customers, shareholders and surrounding communities with regard to BRI's brand value.

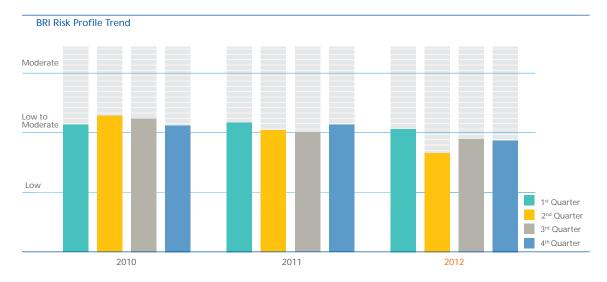
In order to control Reputational Risk in a better way in the future, BRI will act toward the prevention of and recovery from Reputational Risk by improving the weaknesses in controls and procedures that lead to Reputational Risk. Among the steps taken by BRI to better manage reputational risk is the introduction of a quarterly handbook titled Top 50 Risk Issues that contains a number of possible risk issues in working units and applicable risk controls. In addition, a proactive attitude from operational working units as the first line of defense is also needed to manage operational risk. The second thing is to minimize and handle customer complaints, which can result in negative publicity toward BRI.

#### Risk Profile

The method in assessing BRI's risk profile comprises an assessment of Inherent Risk, which is an assessment of the Risks inherent in the bank's business activities that could potentially affect BRI's financial position, and an assessment of Risk Management Application Quality, which assesses the adequacy of the Risk control system that covers all pillars in the implementation of Risk Management. The combined Inherent Risk and Risk Management Application Quality assessments produce BRI's Risk Profile, which is one of the factors that go into the overall Risk-Based Bank Health assessment.

BRI's Risk Management Division conducts monthly evaluations on the effectiveness of the risk management system using the Risk Profile Dashboard device, and it sends monthly risk profile reports to the Management and quarterly reports to Bank Indonesia. Risk profile covers risk management reports of 8 (eight) different types of risk together with an assessment of control improvements. The eight types of risk managed by BRI are: Credit Risk, Market Risk, Liquidity Risk, Operational Risk, Legal Risk, Strategic Risk, Reputational Risk, and Compliance Risk.

The results of risk monitoring during the past 3 (three) years show that BRI's risk profile has decreased or assessment scores have improved, keeping it in the category of Low to Moderate. This shows that BRI's risk profile has experienced an improved trend (risk becoming lower) from year on year basis. The following graph illustrates the BRI Risk Profile Trend during 2010-2012.



BRI's Risk Profile throughout 2012 remained in the Low to Moderate Risk category. The Inherent Risk Level was still "low" to "moderate", while the Risk Management Application Quality Level registered an assessment between "satisfactory" and "fair".

### **Evaluation of Risk Management System Effectiveness**

In applying Risk Management, the continuous evaluations and updating the risk management system and procedures need to be carried out. In order to perform these evaluations and updates, BRI uses a tool called the Risk Management Application Maturity Level Assessment, which is an assessment process conducted by the Risk Management Function designated by the Working Unit Manager that is later validated by the Head of a Regional Office Risk Management Department or the Head of the Operational Risk Management Department at Headquarters. A risk management application maturity assessment is carried out at least once a year.

Risk management application maturity level assessments at each Working Unit generally aimed to:

- Evaluate the maturity level of risk management implementation at each Working Unit.
- Assess the level of compliance at each Working Unit in applying regulations or to the risk management system and procedures as laid down by BRI's Board of Directors.
- Provide an idea of the depth of risk awareness culture in each Working Unit.
- Encourage every Working Unit to make continuous improvements in implementing risk management.

The implementation of a maturity assessment is expected to give several benefits including:

- The results of a maturity assessment can be an input to assess a Working Unit Manager in fostering and enhancing compliance and the effectiveness of risk management implementation at each Working Unit.
- Maturity assessment results also form an indicator depicting the effectiveness of the implementation of the system and procedures of the risk management process as initiated by the Risk Management Division.
- On a broader scale, the results of a maturity level assessment can be used as an input by BRI management to determine the promotion and career development of staff in the Working Units.



The results of the recent periodic monitoring indicated that BRI's composite risk profile was in the Low to Moderate category.

### HR Development in the Area of Risk Management

In order to implement good quality of risk management, compliance is needed among human resources that are competent in their respective duties by promoting a risk culture and the implementation of risk management in all their day-to-day operational activities. In order to obtain human resources that are reliable in the area of risk management while at the same time fulfilling regulatory requirement in the implementation of risk management for commercial banks, BRI provides risk management education that includes:

1. Risk Management Certification and Refreshments Risk Management Certification training session are attended by the Board of Commissioners, the Board of Directors and echelon from levels 1, 2 and 3. For those people who have already obtained certification in Risk Management, BRI provides a refresher course that offers the latest information on risk management. During 2012, the number of BRI employees that obtained certification in risk management was 399. A breakdown of that figure is as follows:

MR Certification Level	Number of Workers
Level 1	84
Level 2	185
Level 3	87
Level 4	43
Total	399

#### 1. Learning

Risk management training is also provided by an interactive method via e-learning. This education is intended for all BRI employees as an independent educational media to help officers understand the philosophy and application of risk management.

#### 3. Socialization

Routine socialization is conducted by Risk Management working units to all levels of BRI employees throughout Indonesia. The socialization sessions primarily focus on the risk management tools used by BRI.

#### 4. Learning

Learning for BRI employees is provided through seminars and trainings organized by external parties.

#### Risk Management Working Program

During 2012, BRI carried out the following working program and risk management implementations:

#### Implementation of Credit Risk Management:

- a. Implemented credit risk measurement using the automated Standardized Approach (SA) and a review on policy and methodology measurement of Credit Risk using both the SA and an Internal Rating-Based Approach (IRBA).
- b. Conducted a review of the policies and methodologies regarding Credit Risk Rating-Credit Risk Scoring (CRR-CRS) and Credit Risk Modelling (PD, LGD and EAD) according to credit characteristics, MIS requirements and BRI's CRM system.
- c. Simulated the measuring of credit risk using IRBA.
- d. Conducted a review of the credit risk limit policy and methodology, and monitored the exposure of credit risk to a predetermined limit.

- e. Carried out a methodology review and created bottom-up simulations of back testing and stress testing (with various scenarios including a worst-case scenario) by using customer cash flow for the largest corporate borrowers and a portfolio of past performance data for MSMEs, with reference to external conditions and macroeconomic conditions in 2012.
- f. Conducted a methodology review and simulation of risk-based pricing/risk premium using CRR and CRS data for all business segments.

#### 2. Implementation of Market Risk Management:

- a. Carried out a review of quantitative requirements according to Bank Indonesia regulations as well as the Treasury and Market Risk System (GUAVA application) in order to improve calculations of market risk (VaR) generated by the system.
- b. Conducted a review of the fulfillment of qualitative requirements in measuring market risk in accordance with Bank Indonesia regulations; in this particular purpose, there are staff assignment to perform a Middle Office function and fulfill the requirement of a competent HR.
- c. Prepared a monitoring of data and MIS compliance to support the implementation of Basel III.
- d. Established transaction limits and market risk limits in relation to the internal model.
- e. Carried out stress testing simulations against trading book and banking book portfolios in order to evaluate the impact of significant losses if the event of any abnormal movement in market factors. The stress tests used a variety of scenarios from the hypothetical to the historic, which take into consideration crisis that had already happened in the past.

### 3. Implementation of Operational Risk Management:

 a. Simulated Operational Risk calculations using the Advanced Measurement Approach (AMA).
 In order to support the implementation of the AMA, the Risk and Control Self-Assessment (RCSA), Key Risk Indicator (KRI) and Management of Incidents (MI) were implemented at all Operational Working Units, along with refining

- and enhancing the policies and procedures of Operational Risk Management (ORM).
- b. Implemented a Risk Management Forum (RMF) as a meeting forum between working unit managers and their employees to discuss concerns (risks) inherent in their business or operational activities. Any results from the risk discussions that require follow-up and settlement from decision-makers can be fasttracked to a higher level.
- c. The development of OPRA (Operational Risk Assessor) software application, which covers RCSA, KRI, MI, Maturity Assessment and reporting on the implementation of the Risk Management Forum. The OPRA software facilitates an integrated application of ORM as a preparation for calculating operational risk capital charges using the Advanced Measurement Approach.
- d. Gathered and validated a database on losses or operational risk events which originally come from the invention by Internal Audit, the MI and OPRA applications, and risk events data at Headquarters.
- e. Carried out adequacy tests with regard to risk management on suggested products and/ or new activities. Every product and/or new activity submitted by a particular working unit has to be reviewed so as to ensure that the risk management measures to each product and/or new activity are adequate.

#### Plan for the year 2013

For 2013, BRI has plans for various activities aimed at strengthening and enhancing the quality of applied risk management. These activities include:

- Fulfilling the requirements of qualitative and quantitative methodologies in measuring a market risk portfolio, or trading book.
- 2. Preparing a policy and methodology for calculating a portfolio of market risk management, or banking book.
- Evaluating and updating liquidity risk management policies relating to the implementation of Basel III.
- Preparing for the implementation of Enterprise Risk Management (ERM) and the measuring of Value-Based Management (VBM) performance.

- Performing simulations and a methodology review to validate the back testing and stress testing models for Market Risk and Credit Risk.
- Reviewing the policies and methodologies for measuring Credit Risk with the SA and IRBA models.
- Reviewing the policies and methodologies of the Credit Risk Rating(CRR) and Credit Risk Scoring(CRS) according to regulations together with monitoring the implementation of the redesign of CRR and CRS.
- Reviewing the methodologies and simulations of risk-based pricing/risk premium, and the methodology for calculating CKPN, for both collective and particular disaster.
- Coordinating the implementation of an Anti-Fraud Strategy.
- Developing a Risk Management Information System (MIS)
  - a. The Risk Management MIS consists of the following applications: OPRA or Operational Risk Assessor (operational risk); LAS or Loan Approval System (credit risk); and GUAVA or Treasury and Market Risk System (market risk). The LAS application has been used to process micro and retail loans only, while in 2012, the LAS application started to be used to process medium loans. In the future, LAS will also be used to process corporate loans so that later on, all BRI loan processes and decisions will be processed in a fully integrated LAS application system.
  - b. The plan for the future development of the OPRA application is to have it utilized in all BRI working units. Currently, OPRA is only used in the Headquarters, Regional Offices and Branch Offices.
  - c. In the year of 2013, there will be the development of derivative products and internal dealing for the GUAVA application, or the Treasury and Market Risk System.

The quality and validity of risk management MIS data will also need to be continually improved so as to provide accurate information and substantial material for management to support in decision making.

Prudent loan disbursements, innovative banking services and continuing improvements of e-banking services had increased BRI's net profit with a higher fee based income contribution

Fee Based Income

**16.64**%

To Rp3.93 trillion

Net Profit

**23.86**%

To Rp18.69 trillion



# Management Discussion and Analysis



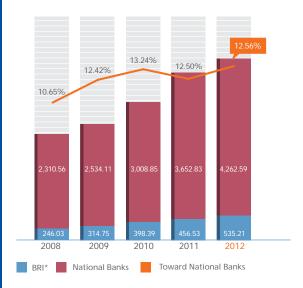
### BRI

During 2012, BRI's assets grew 17.23% to Rp535.21 trillion, up from Rp456.53 trillion in 2011. Resulting in a 12.5% asset's market share in the Indonesian banking industry.

BRI's Loan Outstanding increased from Rp283.58 trillion as end of 2011 to Rp348.23 trillion by the end of 2012, representing 12.77% of Indonesia's banking industry market share.

BRI's third-party funds increased 17.18% from Rp372.15 trillion at the end of 2011 to Rp436.1 trillion at the end of 2012, covering 13.52% market share nationally.

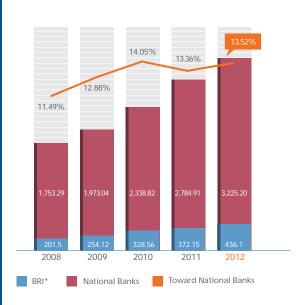
#### Assets (In billion Rupiah)



#### Credit (In billion Rupiah)



#### Third-party funds (In billion Rupiah)



\*Bank data only

### Indonesian Banking Industry

Assets increased 16.69%, from Rp3,652.83 trillion in December 2011 to Rp4,262.59 trillion at the end of December 2012, in line with the strengthening GDP growth.

Indonesia's banking Industry's Loan Outstanding up 22.97 % to Rp2,725.67 trillion at the end of 2012, from Rp2,216.64 trillion as of December 2011.

The Indonesian banking industry third-party funds grow 15.81% year on year, an increase from Rp2,784.91 trillion in December 2011 to Rp3,225.20 trillion at the end of November 2012

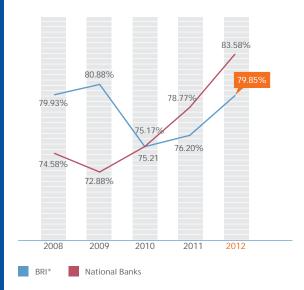
### BRI

BRI's LDR experienced an increased from 76.20% by the end of 2011 to 79.85% by the end of 2012.

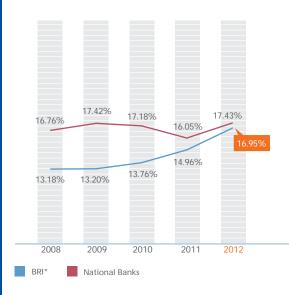
BRI's CAR showed a significant increase to 16.95% by the end of 2012, from 14.96% as of end of December 2011

BRI's ROA was up from 4.93% in 2011 to 5.15% in 2012, which was well above the average ROA of Indonesian banking industry, which was 3.11% as of December 2012. The increase of BRI's ROA was supported by high yielded micro loans accompanied by increasing fee based income.

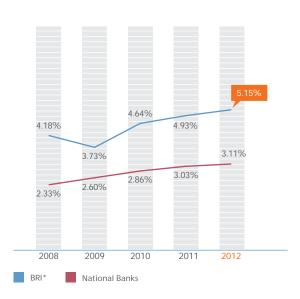
#### Loan to Deposit Ratio (LDR)



#### Capital Adequacy Ratio (CAR)



#### Return on Asset (ROA)



\*Bank data only

### Indonesian Banking Industry

The banking industry's LDR level also experienced an increase from 78.77% at the end of 2011 to 83.58% at the end of December 2012.

CAR level was also strengthened a from 16.05% in 2011 to 17.43% as of end of December 2012

The industry's ROA also showed an increase to 3.03% in 2011 to 3.11% as of December 2012

# General Overview

### Indonesian Banking Industry in 2012

Indonesian banking industry in 2012 remained steady, as shown by an improving intermediation function, despite an ongoing uncertainties in global economy stemmed from continuing financial crisis in Europe and the United States. The strength of the banking industry is reflected in its high Capital Adequacy Ratio of 17.43%, which is far higher than the minimum requirement of 8%. The gross Non-Performing Loan was also well maintained at 1.87%.

Indonesia's Gross Domestic Product (GDP) per capita in 2012 was up to Rp33.4 million from Rp30.4 million in 2011, representing a growth of about 6.23%. Indonesia's economic growth is mainly supported by domestic consumptions, and therefore enabled the micro, small and medium industries that produce domestic goods to perform well. This condition is also in favor to commercial banks which largely support these sectors, as they can grow their business better as well as maintain the assets quality.

According to Bank Indonesia's data, total loans in the banking industry in 2012 grew by 22.97%, with a value of Rp2,725.67 trillion. This growth was slightly lower than the loan growth in 2011, which was 24.6%, with a total value of Rp2,216.54 trillion. Given the unsupportive global economic situation, this result was quite satisfactory.

The majority of the total loans in 2012, which was around 48.62%, was used to finance working capital, which grew from Rp1,068.6 trillion as of December 2011 to Rp1,316.69 trillion as of the end of 2012. Furthermore, 21.84% was used to finance investments, which grew from Rp464.2 trillion in December 2011 to Rp591.43 trillion as of the end of 2012. The remaining 29.54% was used to finance consumption, which grew from Rp667.2 trillion to Rp799.75 trillion as of the end of 2012.

Third-party fund growth booked a 15.8% increase to reach Rp3,225.19 trillion in December 2012, lower than the 19.1% growth recorded in 2011 at Rp2,785 trillion. The composition of third-party funds as end of December 2012 consisted of 23.78% demand deposits, 42.83% time deposits and 33.39% savings. The composition of third-party funds as of December 2012 is similar to 2011's, which were 23.44% demand deposits, 44.31% time deposits, and 32.25% savings.

The industry's LDR level continue to increase, due to higher loan growth than third-party funds' as of end of December 2012, the average LDR of the banking industry was 83.58%, an increasing level from 78.8% recorded in 2011, where several banks recorded an LDR of more than 92%, or approaching 100%, which is the maximum allowed level of LDR since March 2011.

Several of the aforementioned parameters, especially third-party funds and LDR, show that competition in acquiring third-party funds will continue to rise, especially in low-cost funds, like savings. This situation will affect on the strategy in setting of interest rates, product innovation and features, as well as marketing promotion.

BRI, on the other hand, is showing different results. During 2012, BRI was still implementing a strategy of consolidation in the retail business sector, especially in the small commercial, and medium enterprises loan segments, as well as revitalization in micro business. This consolidation has produced a lower NPL level in the two said loan segments. The NPL (gross) of the small commercial loan segments decreased from its position in 2009 of 4.21% to 3.75% as of end of December 2012. At the same time, the NPL (gross) of the medium enterprises loan decreased from 12.31% to 5.09% during the same period. With lower NPL in these two sectors, BRI's overall NPL (gross) level decreased, from 2.30% as of the end of 2011 to 1.78% by the end of 2012.

The consolidation and revitalization of these businesses generated quality loan growth for BRI, and not just growth in aggressive lending practices. In the middle of increasing LDR ratio among commercial banks, these strategy has resulting a steady LDR level at 79.85%, providing sufficient room for BRI to expand its loans in 2013. This good liquidity ratio, supported by a healthy loan portfolio, strong capital and infrastructure are ready to support business growth, which means that 2013 is a time for BRI to accelerate growth in the (Micro, Small, and Medium (MSM) sectors by continuing to uphold a prudent principle.

#### Micro, Small and Medium (MSM) Loan Growth

The dominance of the domestic consumer market within the structure of the macro economy of Indonesia is believed to have provided the Indonesian economy with the strength to weather the global economic downturn. This is shown in the proportion of micro, small and medium loan within the domestic loan structure, which reached around 50 percent of the banking sector's total loan. Most of the products in this segment are intended to meet the needs of the domestic market.

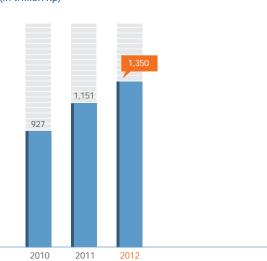
Domestic micro, small and medium loan over the last few years shown moderate levels of growth. In 2011, micro, small and medium lending grew 24.2% from Rp926.8 trillion in 2010 to Rp1,151.4 trillion in

2011. While in 2012, growth was 17.30%, with loan outstanding reaching Rp1,350.61 trillion. In 2012, BRI's MSM loan portfolio accounted for 19.29% market share of total commercial banks' MSM loan.

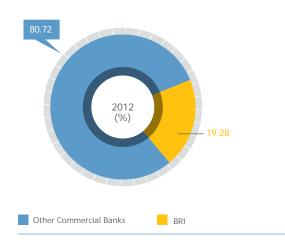
Furthermore, Indonesia's continually improving economic situation has provided growth opportunities to the banking industry, including BRI, which enables us to support the development of micro, small and medium segment, that are more resilient to the global economic turmoil.

Indonesia's economic condition, which supported by strong domestic market, indicates that business sectors which are oriented toward the domestic market will have bright prospects. It is forecasted that this condition will remain steady for the next several years, given increasing purchasing power of Indonesian population, which is reflected by the increase in income per capita, the growing middle class, the decrease in the poverty rate and the increase in the productive work force. These facts, combined with the high level of investment in the manufacturing sector and other productive sectors, have generates high levels of optimism that the strength of the domestic market in supporting the Indonesian economy will remain stable. BRI, as a bank that has a very strong relation with the domestic economy, with a focus on the micro, small and medium sector, will be very well positioned to benefit from this business potential.

### Indonesian MKM Loan (In trillion Rp)



### Indonesian Banking Industry's Market share of MSM Loan among National Banks



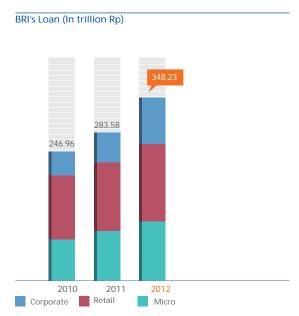
## Business Overview

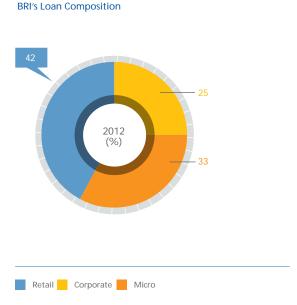
In 2012, BRI consistently strengthened the development of its businesses in micro, small and medium sectors by adding IT-based services, increasing Treasury services, as well as improving assets quality in medium enterprises and retail sectors.

BRI's core businesses constitute loans, gathering thirdparty funds and other banking services. The products and services are divided into several business sectors: Micro Business and Program, Retail Business, Corporate Business, International Business, Treasury and Market Capital Support Services, and Subsidiaries. However, in accordance with its mission and vision, BRI focuses more on the micro, small and medium sectors. Our accomplishment in maintaining micro, small and medium loan as the biggest part of our portfolio, which is accounted for 75 percent of BRI's total lending in 2012, is an outcome of this commitment.

Apart from the micro, small and medium sectors, BRI also maintains a balance between long-term growth and maintaining its loan portfolio for the SOEs and corporate loan segment, in line with Indonesia's economic growth, which is greatly supported by state-owned companies. In addition to capturing potential and optimizing the liquidity of existing funds, loan to the corporate segments also opens opportunities to work on "trickle down business" for the micro, small and medium segments by benefitting from supply chains in the corporate sector.

Below are descriptions of each of BRI's business sectors, based on bank only data.





### MICRO BUSINESS AND PROGRAM

Micro business comprises of micro and People's Business Loans or Kredit Usaha Rakyat (KUR) loan, micro third-party-fund gathering, and other banking serices through micro outlets. The number of micro and programs loans outstanding in 2012 reached Rp115.16 trillion, or 33% of BRI's total loans.



- Kupedes and KUR are our most competitive loan products in micro segment, while Simpedes is our savings product champion.
- The development of our micro business is supported by the growth of micro outlets, therefore, the number of outlets will be expanded into 5,000 BRI units, 1,778 TerasBRIs and 350 mobile TerasBRIs.
- Micro loan outstanding increased by 18.41% to Rp106.8 trillion while the rate of non-performing loans (NPL) was managed to be 1.09%.
- Micro savings increased by 17.7% to Rp126.59 trillion, where around 90% of this micro savings have an average of Rp4.5 million per customer.
- Consistent in being the major player in distributing commercial micro and program loans to support the implementation of financial inclusion.

#### Micro Business

BRI aims to become the best micro bank that is profitable and sustainable in the world while prioritizing customers' satisfaction. With a long history, BRI has established a solid customer base, both in loan and saving, as a pillar to support BRI's domination in micro banking business.

The opportunity for BRI to boost the number of microbanking customers is still wide open. According to the Cooperatives and Small-Medium Enterprises Ministry (Kementrian Koperasi dan UMKM), of all existing small-medium enterprises, which was predicted to be standing at 55.21 million, only one-third have been served by the banking industry, meaning that more than 35 million businesses have yet to enjoy banking services.

BRI's strategy to develop its micro segment is by implementing the community banking concept, which includes:

- Expansion to all regions in Indonesia by providing simple and safe micro financial products and services, which are easily accessed by customers through BRI's micro business network.
- Quality improvement in micro business products and services and continuous partnership with customers to create a sustainable business growth.
- Promotion on BRI's micro banking business as a thriving and sustainable micro financial institution at the international level, as part of BRI global corporate social responsibility.

In implementing the aforementioned strategies, BRI has continuously built a reliable system to support the expansion of its customer base, both in loan and saving, and develop champion products to meet micro customers' need.

As mentioned in previous sections, Kupedes and KUR are BRI's micro loan products. Kupedes is a loan product with size up to Rp100 million, and it is available for both individual and institutional customers that meet the requirements. The customers will be served at all BRI's micro business network. KUR is a financing facility for start-up businesses and it is insured by the government through state-owned insurance company Askrindo and state-owned loan insurance company Jamkrindo with a loan size up to Rp20 million.

In our view, KUR plays strategic role in the micro business development, as it is suit to be a feeder in expanding our qualified Kupedes customer base. The insurance provided by the government through Askrindo and Jamkrindo, reaching up to 80% of total non-performing loans has made KUR a loan scheme with a fit risk and return profile for BRI.

Corporate Data

In saving, Simpedes is our champion product for the micro segment. It is designed to provide practical and customer-friendly banking services to our micro customers.

All of these products and services for the micro segment are served through a real time online outlets, comprising conventional outlets, such as, BRI Unit, TerasBRI, and Mobile TerasBRI (sub outlet of BRI Unit), and e-channel networks, like ATM and SMS Banking.

#### The Development of Micro Business in 2012

Throughout 2012, BRI implemented four main activities to develop its micro business:

- Reorganizing the micro business division
   There are two main programs in reorganizing the micro business division, which are aimed to boost the growth of BRI micro business, including:
  - a. Expanding the micro business division from one into three divisions, as follows: the Policy and Business Development Division, the Micro Business Monitoring I Division and the Micro Business Monitoring II Division. This expansion is intended to enhance the growth of micro business, as there are now two separated functions: policy and business development, and policy and strategy implementation. The presence of these two divisions focusing on policy and strategy implementation showed BRI's commitment in developing and supervising the micro business.
  - b. Enlarge the micro business marketing team by adding more loan officers in BRI units. This program will subsequently improve the ratio of loan officer per BRI Unit from 2.01 in 2011 to 3.09 in 2012. This new ratio implied an increase in micro loan distribution capacity, both for Kupedes and micro KUR, in each BRI unit.
- Expanding network infrastructure
   The expansion of network infrastructure is aimed to accelerate market penetration, both in extensive

and intensive way. The extensive strategy including the launch of BRI micro outlets in new region, while intensive strategy is implemented throuh optimizing business potential in existing market by launching TerasBRI and Mobile TerasBRI. The expansion of network infrastructure also included the development of e-channel network, like ATMs and SMS Banking.

#### 3. Micro Business Marketing Programs

To extend the market and improve customers' loyalty, BRI carried out various integrated marketing programs, which included:

#### Simpedes Festival or Pesta Rakyat Simpedes (PRS)

PRS was launched in 2008 and was designed as an event to promote Simpedes. Throughout 2012, the PRS event was no longer only promoting Simpedes, but also Kupedes, KUR and e-banking services. These events were carried out in 190 BRI branches throughout the year, and mostly campaigned e-banking and SMS-banking as the theme in promoting Simpedes features.

#### BRI Care - BRI Peduli Pasar Rakyat (BRI PESAT)

BRI PESAT is an integrated marketing event to promote BRI products (saving, loan, e-banking, etc.), The events are held in traditional markets to reach out to the traditional market vendors' community and customers. The BRI PESAT program is aimed to:

- Build and increase awareness of BRI services and products among traditional market vendors' community and customers.
- b. Expand the number of BRI customers, including lending, saving and other services.
- c. Assist traditional market vendors by providing banking services and business development advices through micro loan distribution.

### Simpedes Harvest Festival or Panen Bulanan Simpedes (PBS)

PBS was a marketing event which was regularly held by BRI Units to increase people's awareness and customers' loyalty toward Simpedes (BRI's micro saving product)

#### Partnership Program

BRI was developing micro business through partnerships with private sectors, government institutions and mass organizations. In so doing, BRI gained new customers through these partnership events, as well as, by providing products and services that fit the needs of each partner, and therefore, BRI's is able to expand its micro customer base.

#### 'Mudik' with Kupedes and Simpedes or Mudik Bersama Kupedes Simpedes

In 2012, roughly 3,068 customers of Kupedes and Simpedes are traveled by 50 buses, and 50 Indonesian migrant workers are carried from Malaysia to Central Java, East Java and Yogyakarta to celebrate the Idul Fitri holidays with their families.

#### Participation in Exhibitions

BRI facilitated micro customers to join various exhibitions, such as, Inacraft festival, Small-Medium Enterprises (UKM) Expo, culinary exhibitions, and the like, to facilitate customers in reaching out potential markets.

4. Microfinance International Cooperation
BRI developed an international visitor program (IVP)
aiming to boost visits to BRI micro banking business
and established the BRI Microfinance International
Cooperation (MIC) in 2008. The MIC is one of BRI's
global corporate social responsibility programs
intended to develop microfinance business in the
global level.

Through the MIC program, BRI has consistently held Microfinance Training and Study Visits (MTSV), business captures and technical assistance in the microfinance sector. BRI MIC also worked together with various global microfinance institutions such as Asia-Pacific Rural and Agricultural Credit Association (APRACA), Microfinance Network (MFN), Microcredit Summit Banking with the Poor (BWTP), Woman World Banking, APEC, etc.

In 2012, BRI held an international seminar on microfinance, aiming to promote Indonesia as one of the microfinance seminar and workshop centers. The seminar was supported by various international and national institutions. BRI also conducted various studies on microfinance, including Micro Finance Study Visit, Micro Finance Specialized Study Visit, Micro Credit Operation, etc.

#### **Business Program**

BRI business program is developed by optimizing the existing infrastructure network. The strategy has managed to put BRI in its position as one of the major players in providing loans, as part of the government's development programs, while holding onto prudent and professional principles.

#### **Business Development Program**

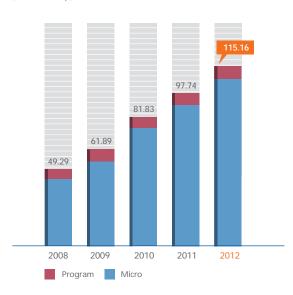
BRI supported the government food security program by providing food and energy security loans (KKP-E), Warehouse Receipt Subsidy Scheme (S-SRG) and Natural Energy and Plantation Revitalization (KPEN-RP) in non-partnership scheme. The KKP-E scheme has helped many farmers and fishermen in increasing their produce.

The KKP-E scheme comprised KKP-E for sugar cane, local produce, horticultural produce, food procurement, livestock, fisheries and agriculture machineries.

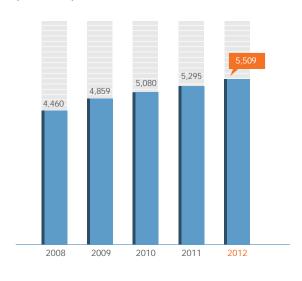
Aside from the food security loan (KKP) scheme, other competitive loan products comprised of Retail KUR, with loan size in between Rp20 million to Rp500 million. The Retail KUR is also insured by the government through state-owned companies Askrindo and Jamkrindo. Businessmen with small but feasible businesses which are not bankable are eligible to receive the loans, and expected to become the feeder for the BRI's commercial loan segment.

### Achievement of Micro Business and Program 2012

Micro and Program Loans (in trillion Rp)



### Number of Micro Loan Borrowers (in thousand)



- Development of infrastructure network
   During 2012, BRI managed to add 125 BRI Units, 500 TerasBRI and 250 Mobile TerasBRI, boosting the number of BRI outlets to 5,000 BRI units, 1,778 TerasBRI and 350 Mobile TerasBRI. The expansion of BRI outlets, which were mostly located in traditional markets since 1999, played an important role in increasing Kupedes and KUR Micro loans.
- Development of Micro Customer Base
   The expansion of the micro outlets showed a solid result in the increase of the number of micro-loan borrowers by 214 thousands borrowers to reach 5.5 millions as of end of December 2012. The addition of new networks (which was opened after 2009) contributed to 10.98% to the total micro-loan borrowers.

#### 3. Growth of Outstanding Micro Loan

The economic growth, infrastructure development and implementation of various micro-business development programs have helped BRI to optimize potential growth and booked an 18.41% increase in micro loan to Rp106.8 trillion by the end of 2012. The growth was supported by increase in Micro KUR loan outstanding by 35.05% to Rp15.1 trillion, and in Kupedes by 16.06% to Rp91.6 trillion.

#### 4. Micro Loan Quality

The organization development, human resources development, and in-depth knowledge about micro segment behaviors have helped BRI in maintaining its micro loan quality, which has shown by a low non-performing loan level of 1.09% in 2012. Within the past five years, the rate of non-performing micro loans has been maintained to a very low level below 1.5%.

NPL (%)	2008	2009	2010	2011	2012
Micro	1.02	1.40	1.21	1.19	1.09

#### 5. Development of Micro Savings

The increase in number of customers has a positive correlation to an increase in funds collected from micro customers. Throughout 2012, the total of funds collected from micro customers increased by 17.73% to Rp126.59 trillion. The BRI micro business network, which is the largest in the country, has contributed to the achievement. Saving, with low cost of fund, dominates third-party funds, and represents 88.6% of the total third party funds, followed by time deposit with 10.33% and demand deposit with 0.91%. The funds composition has led micro business to be self-funded by having adequate reserves to provide micro loans.



#### 6. Business Program Achievement

The total of loan outstanding that were distributed in 2012 have reached Rp8.36 trillion. Through the KKP-E program, BRI has distributed loans to more than 18,000 farmers to boost their product. The total KKP-E loan outstanding was increased by 24.87%; from Rp1.97 trillion to Rp2.46 trillion.

By the end of 2012, BRI has distributed Retail KUR loan to more than 37,000 borrowers, which comprised of small businesses and cooperatives, and therefore has increased number of borrowers by 2,000 debtors compared to 2011 number. It shows BRI's commitment to support the government's program to expand financial access for small and medium enterprises in Indonesia. In 2012, the total Retail KUR's loan outstanding has increased by 16.4% from Rp4.67 trillion to Rp5.4 trillion.

 Micro Business and Programs' Income and Profitability

The distribution of micro and programs loans throughout 2012 has generated a total net interest income and other operational incomes of Rp19.13 trillion, and therefore contributed to Rp8.74 trillion in net profit to BRI.

### Micro Business Development Plan for 2013

Given the crucial role of the micro business to BRI's business expansion as a whole, which is one of the main entry point to the growth and development of BRI and customers partnership, as well as, to maintain customers' loyalty, BRI is determined to strengthen the growth of micro business.

As an attempt to accelerate the growth of micro business in each outlet, business opportunity assessment for potential micro industry clusters will be done by all BRI's working unit across the archipelago. Meanwhile, to support the growth of the micro-business, BRI has developed a good relationship with institutions, agencies or third parties in both national and regional levels to support its marketing force in penetrating the market. Various programs that will be continuously implemented in 2013 include:

- Strengthening Customer Base
   Growing loan outstanding and saving funds by
   increasing number of customers. The increasing
   number of customers will strengthen BRI's
   customer base, in parallel with the economic
   community development in the region.
- Proficient Human Resources Developments
   BRI will continue to increase the number of
   its outlets, supported by qualified human
   resources. In so doing, BRI will continue to
   improve the quality of the human resources
   through continuous and regular education
   programs through seven education centers
   across Indonesia.
- 3. Product Developments

BRI will keep on evaluating and developing products features to match the needs of micro segment through enhanced functions, policy, as well as, introducing new features for Simpedes and Kupedes.

4. Network Developments

Given that accessibility is one of the most important factors for the micro-business development, BRI will continue to expand its conventional network in the form of BRI Unit or TerasBRI in 2013.

5. E-channel Developments

In micro-business, e-channel developments will be focused on deploying more ATM networks in BRI Units, as well as, developing SMS Banking service. As a proxy to show BRI's commitment in developing e-channel to serve the micro segment, roughly 75% of existing BRI Units have been equipped with ATMs and EDCs.

#### **RETAIL BUSINESS**

In general, BRI Retail Business segment includes the distribution of retail commercial and medium loan to finance small and medium enterprises (SMEs), consumer loan, individual third party funding and other consumer banking businesses. In 2012, total loan outstanding in this retail business reached Rp145.33 trillion or 41.73% of BRI's total loans.

- The year 2012 remained a year of consolidation for the retail commercial and medium segments.
- Consumer lending with top products Briguna (credit facility for employees and retirees) and KPR BRI home loan facility.
- Retail funding raised through BritAma grew by 17.8% to Rp69.95 trillion in 2012.
- The largest ATM network with more than 14,000 BRI ATMs across Indonesia.

### Retail Commercial and Medium Loans

BRI distribute retail commercial and medium loans to meet the financial needs of the small and medium enterprises in the form of Working Capital Loans or Investment Loans. The loan distribution is channeled through 446 BRI branch offices and 545 BRI sub branch offices under the management of 18 BRI regional offices.

### The development of Commercial and Medium Retail Loans in 2012

In 2012, the consolidation of the Retail Commercial and Medium-sized Business loan segment was carried out through the implementation of various programs, which aimed to improve the quality of the loans portfolio, and was classified into two types of action. The first action was the remedial steps, which were adhoc and done for the short term. The second action was pro-active steps, which included preventative measures to prevent recurring loan quality decline based on regulatory requirements.

The program that was implemented included business development counseling and on-site evaluation of each outlet to explore their potentials, as well as finding solutions to identify the outlet's problems in expanding retail and medium loans.

In addition to aforementioned actions, throughout 2012, BRI also completed a variety of programs to develop the Retail and Medium Business segment, which included:

- Restructuring the Retail and Medium Business
   Division to support the improvement of the
   commercial and medium loans' performance.
- Various programs were applied following the reorganizing. The programs included the improvement of the policy, system and procedure.
- Retail and Medium Business Marketing
   In a bid to ensure the strategy's success, BRI performed various activities in relation to the marketing of the products, which included:
  - a. Evaluating and defining the target market for retail commercial and medium loans to increase the outstanding as well as expanding the business by taking into account potential and economic growth of an area.
  - b. Evaluating retail commercial and medium loans' marketing strategies and policies.
  - c. Synchronizing, monitoring and evaluating communication activities as well as the marketing of the business products in order to increase the product awareness.
  - d. Conducting cross-selling activities to increase revenues.
- 4. Competency improvement and skill-building course programs for the marketing teams.
- 5. Retail commmercial and medium loan monitoring and evaluation programs for each outlet.
- 6. Products and services development.
- Other efforts to improve the loan's quality.
   As previously mentioned in the beginning of the discussion, throughout 2012, BRI intensively

improved the loans' quality, especially for retail commercial and medium loans. Various programs that have been implemented in order to improve the loan quality include:

- Monitoring and evaluating the loans portfolio both on-site and off-site.
- b. Coaching programs and problem solving for each outlet

#### **Retail Consumer Loans**

Approval of consumer loans' requests were made based on the income of the potential customers that was verified by their employers, as well as revenues of the consumers' companies (for business people) supported with adequate assessments of the collateral. Therefore, the growth of consumer loans was strongly influenced by the society's income, purchasing power, and the global economic condition.

In a bid to expand the market share of its consumer loan, BRI has constantly performed products innovations and development on an ongoing basis to fit the needs of the customers. For the reason, BRI provides and developes a number of retail consumer loan facilities, including Briguna, Mortgages or Kredit Kepemilikan Rumah (KPR), Auto Loans for vehicle and motorcycle or Kredit Kendaraan Bermotor (KKB), Multipurpose Loans or Kredit Multi Guna (KMG) and Credit Card (Kartu Kredit).

#### Retail consumer loan products

#### Briguna

Briguna is BRI's champion consumer loan product that is designed for employees and retirees with fixed incomes, for example, civil servants, which may be used to secure both productive and consumptive purposes. BRI's network, which is the largest, is extended all across Indonesia, and therefore become one of the bank's competitive advantages to help capture the segment.

#### Mortgages or Kredit Pemilikan Rumah (KPR)

KPR BRI is expected to continuously meet people's demands of house ownership. Currently, BRI has cooperated with more than 400 residential developers all over Indonesia. In addition, KPR BRI also offers a range of facilities, including a flexible loan installment period, competitive interest rates, guaranteed security of the document ownership, and other conveniences that will provide added value to the prospective lenders.

### Welfare Housing Loans or Kredit Pemilikan Rumah Sejahtera (KPRS)

KPRS is a mortgage facility that is designed for low-income communities and was established in collaboration with the government i.e. the Public Housing Ministry. The resources to back KPRS financing originated from blended funds between BRI and the government through the Public Housing Ministry. The interest rate for the KPRS scheme is both low and fixed during the loan period.

### Auto Loans for vehicle and motorcycle or Kredit Kendaraan Bermotor (KKB)

KKB BRI is established to meet customer's needs for automobiles and motorcycles. BRI has cooperated with various sole-authorized agents (ATPM), dealers and multi-financing firms in the program, making the KKB BRI proficient to give the best services with a very affordable interest rate. KKB BRI also provides a combined feature between KKB BRI and BRI saving products.

#### Multipurpose Loans or Kredit MultiGuna (KMG)

KMG BRI aims to fill the needs of customers, that cannot be met neither through the KPR or KKB products. The product is very attractive among the customers, particularly those with fixed income, given the advantages that can be enjoyed by using the product, including a relatively long-term loan period with hefty loan ceiling.

#### Credit Card (Kartu Kredit)

Kartu Kredit BRI was launched in 2006 and has always been offered to give the customers convenience in

doing transactions. Up untill now, BRI has several types of credit cards, including Kartu Kredit BRI Standard, Gold, Platinum, Corporate, Business, and Co-Branding.

#### General Strategies for the Consumer Loans Business Development

#### Briguna, KPR, KKB and KMG strategies

- 1. Reorganizing the Retail and Medium Business Division to enhance the performance of retail consumer loans for employees and retirees (Briguna).
- 2. Developing BRI's information technology especially in Briguna customers' installment mechanism.
- 3. Improving Briguna services by implementing online application request.
- 4. Developing the Consumer Credit Center (SKK) and Consumer Credit Branch Office (KKK). In 2012, BRI implemented the mono-line business process at 13 SKKs and 43 KKKs. The implementation is tailored to the potential business consumers situated in each region.
- 5. Cooperation with business partners. BRI continues to forge partnerships with a number of large developers to distribute Mortgages (KPR) and Apartment Loans or Kredit Kepemilikan Apartemen (KPA), as well as to collaborate with sale-authorized agents (ATPM) in order to support Auto Loans (KKB) distribution. Furthermore, as part of the brand formulation strategy to increase the awareness, BRI has promoted the products and services through large number of media, as well as actively participating in various national and international exhibitions. BRI also forges affiliations with multi-financing firms through the KKB Kerjasama product. Given the big potential, this product will continue to be developed, as there are rooms to increase its effectiveness and efficiency in supporting the KKB expansion.
- 6. Improving the service quality
  On top of expanding the outlets for consumer loans, BRI also reforms and improves its technology to ensure the bank will reach a satisfactory Service Level Agreement (SLA). In addition, BRI will always put innovation first in developing the features of its products, in line with the customer's needs.

7. Increasing the number of the marketing personnel The rising number of the marketing personnel for consumer loans has always been in practice in a bid to support the expansion of consumer loans in all outlets, such as, branches, SKKs and KKKs, with preserved quality. BRI presently has 419 of marketing personnel for consumer loan facilities.

#### **Credit Card Business Development Strategy**

Throughout 2012, BRI implemented a number of strategies relating to the development and marketing of its credit cards business, including:

- Market Penetration, by increasing the number of cooperating merchants, integrated promotion, and cross-selling with other BRI products.
- Market Development, by expanding to second- and third-tier cities.
- Maintaining asset quality by developing infrastructure in collection process, and assigning specific collection team to increase the recovery rate from written off balance.
- Developing application process otomation to speed up loan approval while adhering to prudent principles.

This development strategy has been supported by the reputation and trust from BRI's credit card holders, reliable IT platform, low cost funds, vast network across Indonesia, large and widespread customer base, and experienced human resources with strong integrity.

#### **Deposits**

BRI provides a variety of deposit products that offer safety and high service quality to the customers. BRI has integrated marketing activities in place to support and promote these deposit products. There are periodic promotional programs with attractive prizes for certain saving products. BRI's main deposit products in Consumer Business are:

#### **BritAma**

BritAma is the flagship savings account, dedicated to gain third-party funds in urban areas. In addition to BritAma with Rupiah denomination, BritAma is also available for other currencies. Moreover, BRI also have other variant of this saving product which has been customized to fulfill customers' needs such as BritAma Bisnis and BritAma Rencana. Meanwhile, to facilitate the financial transaction, this saving product also provided by BRI card and supported by more than 14,000 ATMs, 9,000 working units throughout Indonesia in real-time online. The BRI card can also be used in various parts of the world and equipped with sms banking and internet banking.

BRI conducts "Untung Beliung BritAma" (UBB) regularly, a lucky dip program designed to boost customer acquisition and maintain customer loyalty. The UBB program has been carried out as many as 6 (six) times since 2007 and has successfully raised public awareness.

#### **BRI Junio Savings**

BRI Junio is a savings account specially targeted at children of 17 years and younger. The aim of this product is to introduce young people to banking services at an early age and to instill a sense of delight in saving. BRI Junio is designed to attract young customers using BRI Private Label Limited Edition Card depicting iconic cartoon characters, namely Superman, Tweety, and Tom and Jerry.

#### **GiroBRI**

GiroBRI is demand deposit and is one of the BRI products available in various currencies; both in Rupiah and foreign currencies, and is equipped with BRIVA (BRI Virtual Account) facilities that offer additional convenience in depositing and verifying their business transactions.

#### **DepoBRI**

Other third-party funds come from Deposito (Time Deposit), called DepoBRI. DepoBRI is a term savings account with a choice of time limits from 1, 2, 3, 6, 12 and 18 through 24 months offering competitive interest rates.

#### Haj Savings

Haj Savings is a product for customers with plan to undertake the Haj pilgrimage. This product helps customers to prepare their Haj Pilgrimage Implementation Fee (BPIH), whether a regular BPIH or a Special BPIH/Haj Plus. Deposits can be carried out online at all BRI work units and will be forwarded via host-to-host switching application to the Integrated Computerized Haj System (Siskohat) in Religious Affairs Ministry.

#### Tabunganku

Tabunganku is a savings product for individuals with simple and straightforward conditions. It is offered at all banks in Indonesia in order to encourage savings culture in the country while at the same time may help to increase people's welfare. The Tabunganku product is one of Bank Indonesia's program in the Indonesia Savings Movement (Gerakan Indonesia Menabung). Tabunganku has several advantages, such as, free of administration fee, affordable initial deposit and others.

#### e-channel

E-channel is a primary way to fullfill the needs of BRI's main target in Consumer Banking Business. These people are well-informed, embracing practical and simple lifestyles, and foremost, having high mobility. In this segment, BRI offers comfort in access to financial services, as supported by 24/7 online services and reliable information technology (IT) infrastructure.

To ensure the convenience and safety in the e-banking services, BRI has consistently developed an integrated network using the latest technology, and carried out a prudent network infrastructure planning. (See also "Information Technology System Development").

As an indication of BRI's commitment in e-banking services, BRI annually adds new infrastructure to the e-channel network, which comprises ATMs, Kiosks, CDM and EDC, as illustrated in the following table.

#### e-channel Development

e-channel	2008	2009	2010	2011	2012
ATM	1,796	3,778	6,085	7,292	14,292
KiosK	14	60	96	100	100
CDM	1	22	39	89	92
EDC		6,398	12,719	31,590	44,715
E Buzz		1	2	19	42
Total	1,811	10,259	18,941	39,090	59,241

#### **BRI Priority**

BRI Priority provides priority banking services offered exclusively to BRI's mass affluent customers and high net-worth individuals. The services include financial planning, investment consultations, insurance (bancassurance) and retirement planning.

By positioning in premium segment, the aim is to cultivate existing customers, while at the same time maintaining customer's loyalty, by emphasizing BRI's value on intellectual, lifestyle, heritage, and seasonal events.

BRI Priority services are offered through BRI Priority Centers (Sentra Layanan Prioritas - SLP), that are designed with a high service quality standards that prioritize comfort, safety, and accuracy for customers' transactions. SLP lounges are located in several major cities in Indonesia, offering the broadest network of priority banking services.

Each PSC has been constructed with built-in controls and is professionally managed by certified and proficient Priority Banking Assistant (PBA), Priority Banking Officer (PBO) and Priority Banking Manager (PBM). The certifications include WAPERD for Mutual Fund sales agents, Indonesia Life Insurance Association (AAJI) for Bancassurance (Unit Linked) sales, and Wealth Management Training.

BRI's premium services offer various privileges that are highly competitive compared to other products. These services including personal service from our Priority Banking Officer, in the form of delivery and collection services, private phone banking services, exclusive rooms for banking transactions, private mini-lounge facilities with internet and e-banking corner, free meeting room, designated parking bays, and a 24-hour Call Center.

#### Retail Business Achievements

#### 1. Retail Loan Distribution

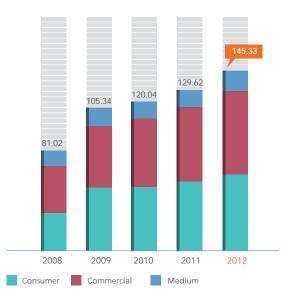
#### a. Retail Commercial Loans

The portfolio of Working Capital Loans (KMK) and Investment Loans (KI) in retail loan with loan size between Rp100 million and Rp5 billion began to show signs of improvement in 2012. With conducive domestic economy, BRI disbursed loans to more than 3 thousand new borrowers in 2012, resulting in total outstanding retail loans increasing by 11.9% from Rp67.60 trillion to Rp75.6 trillion, with the total number of retail borrowers reaching 1.06 million.

#### b. Medium Loan Distribution

Medium KI and KMK loans covering loan size between Rp5 billion and Rp50 billion. In 2012, loan outstanding in this medium segment grew by 19.4% from Rp13.8 trillion to Rp16.5 trillion.

#### Retail and Medium Loans (In trillion Rp)



#### c. Retail Consumer Loans

Overall, loan outstanding in Retail Consumer Loan in 2012 increased by 10.2%, reaching a total of Rp61.5 trillion. The increase from Rp55.8 trillion in the previous yearis due to growth in Briguna, which is 11.9% from Rp43.8 trillion to Rp48.9 trillion in 2011.

#### 2. Retail Loan Quality

- a. Intensive monitoring and improvement in loan management resulted in significant improvements in the quality of retail and medium loans during 2012. By end of 2012, BRI had succeeded in improving its Retail and Medium segments' Non-Performing Loan (NPL) ratio to 3.75% and 5.09%, respectively.
- b. Consumer loan expansion was carried out in a cautious manner while maintaining loan quality, intensive monitoring, and prudent customer selection, and therefore resulting a relatively low consumer loan NPL Ratio of 1.60% in 2012.







#### 3. BRI Credit Cards

BRI's credit card performance continued to improve as indicated by the increase in the number of new cards, transaction volume and fee-based income. During 2012, BRI issued 538,729 cards, an increase of 23.1% from 437,781 cards issued in 2011. Transaction volume rose by 8.3% to reach Rp2.35 trillion from previous year's of Rp2.17 trillion. Total interest revenue reached Rp154.5 billion, an increase of 62.1% compared to Rp95.28 billion a year earlier. In addition, BRI deployed more Electronic Data Captures (EDCs) in various merchants during 2012, reaching a total of 21,299 units that accounted for a total sales of Rp2.4 trillion.

#### 4. BRI Priority

BRI Priority program has recorded steady increases in terms of number of customers and portfolios managed during the past few years, as shown in the following table:

#### **Growth of Total BRI Priority Customers (individuals)**

Description	2008	2009	2010	2011	2012
Total Customers	280	1,295	3,679	6,978	13,634

#### Growth of Assets Under Management (Rp billion)

Growth	2008	2009	2010	2011	2012
Total Portfolios Managed	826	3,541	7,375	12,616	21,597

BRI Priority's service quality has continued to develop and improve. According to a customer satisfaction survey conducted by Care-CCSL and Marketing magazine, BRI Priority achieved a higher than industry average of the Indonesian Service Satisfaction Index (ISSI) - a multinational and domestic scale. With such result, in 2010, BRI Priority got the award of Indonesia Service Quality Award-Diamond category for achievement above the industry average, and was ranked fourth. In

May 2012, BRI managed to improve the index and were ranked third, and in the most recent review by Care-CCSL in 2012, BRI was ranked second.

#### 5. Funding

In 2012, savings products in the retail consumer segment managed to accumulate Rp226.96 trillion third-party funds. In addition to the above achievement, BRI also gained recognition from external parties. In 2012, BRI got the Top Brand Award in a survey conducted by Marketing magazine and the Indonesia's Frontier Consulting Group. The award was received in the two categories, BritAma Junio in the Children's Savings Account category, and BritAma in the Savings Account category. On top of that, BRI was also awarded First Winner for the Savings Account Category 2012 by SWA and MARS magazines, both are well known business and management magazine in Indonesia.

6. All the above services in the Retail segment successfully delivered Net Interest Income and other operational revenue of Rp18.62 trillion, contributing Rp7.96 trillion to BRI's total net profits for 2012.

### Retail Business Development Plan 2013

#### **Retail Commercial and Medium Business**

BRI has prepared a series of programs to accelerate the achievement of its retail and medium loan for 2013, which includes the following activities:

- Market developments
   Evaluation of cooperation with government institutions
   or state-owned enterprises (SOEs) and bonafide private
   firms, cross-selling, product promotions, business
   linkages, and network expansions.
- Market penetrations (existing markets and products)
   Active marketing to the SOE partners, developing Retail and Medium product features, formulating a strategic and cross-selling alliance on IT-based

products, and implementing a Closed Financing System that triggered Trickle-Down Business from the corporate - SOE segments.

#### 3. Product developments

Creating Retail and Medium products scheme including bank guarantees, product benchmarking, card based loans, and business potential market mapping.

4. Improving loan processes

The improvement consists of:

- a. Promotion program of latest Retail and Medium loan guidelines in Regional Offices, Branches and sub-Branches.
- b. Evaluations, improvements, and monitoring of retail loan approval processes
- c. Evaluation and monitoring of loan growth in each business unit.
- d. Evaluation and refinement of loan guidelines
- e. Loan approval limits reviews
- f. Benchmarking to competitors in order to continuously review existing Service Level Agreement (SLA)
- 5. Human Resources developments
  Improving expertise and performance assessment
  methods, and offering attractive and fair
  remuneration on the basis of performance.
- IT developments
   Utilizing information technology to support new product developments, IT-based loan monitoring, a better access to product information and new product promotions.

#### **Retail Consumer Banking Business**

#### 1. Consumer Loans

BRI aimed to further develop its Consumer Loans business by improving organization structure and business processes, which already being implemented in several major cities. It is planned to introduce several Regional Processing Centers (RPC), Regional Sales Centers (RSC) and Collection Centers, in order to have faster business processes and higher Service Level Agreement (SLA), which in the end will accelerate loan expansions and at the same time retain the loan quality. This step will be followed by product developments, for example addition in product features for Mortgages (KPR), Simple Mortgages (KPRS), Motor Vehicle Loans

(KKB) and Multi-Purposes Loans (KMG) with a more flexible installments and requirements, so to increase customer satisfactions. Marketing strategies will be intensified using existing customer database, third parties (dealers/developers), as well as walk-in customers and implant banking via Home Ownership Program (HOP) with several large companies.

#### 2. Raising Deposits

BRI will continue to introduce attractive deposit products with Tabungan BritAma sales program that is creative, innovative, and covers acquisition, retention and loyalty program. In addition, BRI will also focus on increasing funds in urban areas, together with developing retail and e-banking products that incur fee-based income by broadening and improving the number of delivery channels, especially the electronic channel.

#### 3. Priority Service and Credit Cards

BRI Priority will remain focused on efforts to develop products and privileges in conjunction with leading third parties, as well as implementing various sales programs concerning acquisition, retention and loyalty. Moreover, BRI will add more BRI Priority Service Centers and Priority Lounges to provide additional coverage in servicing premium customers, in a number of large cities in Indonesia in order to strengthen its network. Meanwhile, regarding credit card business, BRI is committed to improve its business potential by targeting Top 7 (seven) position among Credit Card issuers in Indonesia and by increasing its yield contribution or fee-based income in the coming years. BRI will continue to increase its marketing activities and collaborations with merchants, in order to enhance the BRI Credit Card users' convenience, and to increase awareness among users about the advantages and facilities offered by BRI Credit Cards.

#### 4. e-Channel Developments

In order to make the most of its customer base, which is the largest in Indonesia, BRI will continue to develop its e-channel for ATMs, EDCs and CDMs. The three main things needed to be achieved when developing the e-channel are improving access to customer services, increasing fee-based income, and enhancing operational efficiency.

# STATE OWNED ENTERPRISES (SOEs) AND CORPORATE BUSINESSES

The development of SOEs and Corporate loan are focused on businesses that offer opportunities for cross-selling so as to develop other business sectors, especially in the Micro, Small and Medium (MSM) enterprises segment together with increasing fee-based income. Total SOEs loan outstanding reached Rp49.8

2. Total SOEs loan outstanding reached Rp49.8 trillion in 2012 with an NPL ratio maintained at 0%, while total loan outstanding of Corporate segment reached Rp38 trillion with an NPL ratio of 1%.

Currently, the SOEs and Corporate business segments are supporting BRI's business expansions, which in turn support the government's MP3EI programs and agribusiness developments. From these segments, BRI targets cross-selling to other business segments through the development of a range of other banking services that are appropriate to the needs of MSM enterprises. Consequently, the SOEs and corporate segments enable trickle-down business to the MSM segment as well as increasing fee-based income.

In order to derive full potentials from the segments, BRI strives to improve and develop its banking services, service quality, product features and human resource competency. Banking services for the SOEs and corporate segments include loan; cash management; loan facilities for vendors, subcontractors, suppliers, distributors and development partners; as well as consumer loans for employees who work in these companies. In addition, BRI has also developed other banking services, such as Host-to-Host, One-Gate Payments, Imprest Accounts, Master Accounts, Bill Payments and Briva (BRI Virtual Account).

#### **SOEs Businesses**

SOE loan outstanding in 2012 totaled Rp49.8 trillion with the largest composition coming from the infrastructure sector.

BRI's strategy to expand SOEs loans includes:

- Maintenance, which means retaining existing SOEs customers.
- 2. Win Backs, meaning efforts to attract former SOEs customers who are currently served by other banks.
- Acquisitions, which comprises BRI's efforts to offer services to SOEs that have not been BRI customers.

#### **Corporate Businesses**

BRI Corporate loans, which are distributed according to the targeted business sectors and the potential for trickle-down business, is divided into two main products, namely Agribusiness loans and General Business loans (Non-Agribusiness).

#### **Agribusiness Loans**

Agribusiness loans comprise loans facilities that are offered to individuals or companies that operate in the agricultural sector so as to support financing within that sector for onfarm and off-farm, from upstream to downstream. On-farm financing covers agricultural cultivation on plantations, forests, farms, and fisheries. Off-farm financing covers agro-processing businesses or industries, and the means of agricultural productions such as seeding, agrochemicals, pesticides, agricultural machineries and animal feeds.

The main aim of agribusiness loans is to finance export commodities that have a competitive advantage, and agribusiness that has a multiplier effect on SOEs through the creation of one-stop services, closed-system financing and risk-adjusting mechanisms.

#### **General Business Loan (Non-Agribusiness)**

General Business Loan comprises loan facilities aimed at developing the corporate sector outside the SOE and agribusiness sectors. The development of this business is conducted in a prudent fashion using BRI's vast outlets in Indonesia, and trough optimizing treasury products, as well as BRI's comprehensive international business products, in order to maximize the bank's interest revenue and fee-based income

#### **Corporate Funds Management**

BRI corporate business development can be seen not only by the increase in its assets, but also by the placement of client funds, and the developments of banking services to increase fee-based income.

In order to harness the potential of its corporate clients, BRI has developed institutional relations division so as to provide specific and sustainable services to its nonindividual customers consisting of Government and private institutions that require banking services on a national scale. BRI plans, coordinates, implements, monitors and evaluates the mobilization of funding from the State Budget (APBN) and Regional Budget (APBD), which is disbursed via the Home Ministry, Provincial/ Regency Governments, Educational Institutions (Universities), Pension Funds and private companies, in order to continue to increase BRI's funding base in accordance with predetermined targets.

Moreover, in order to keep up with rapid developments in a business world that demands banking products and services that are relevant to the problems faced by today's customers, BRI has continued to develop a range of available products and services that include the following:

#### **Cash Management Services**

BRI provides a Cash Management Services (CMS) for business customers in need of banking transaction services that are quick and accurate. The CMS is a solution that allows business customers to monitor account information, carry out financial transactions and manage their liquidity via integrated online facilities that are available all the time.

In 2012, BRI established the CMS through developing the following system:

- 1. Installation, enhancement, and server upgrade
- 2. Bandwith improvement

- 3. Developed/enriched features
- 4. More user-friendly CMS application interface

#### **Treasury Single Account (TSA)**

In order to manage national finances in a professional, transparent and responsible way, the Government introduced a Treasury Single Account (TSA) at its State Treasury Service Office (KPPN) involving Bank Indonesia's Real Time Gross Settlement System (System BI-RTGS) and Bank Indonesia's National Clearing System (SKNBI). As one of the banks managing the TSA, BRI continues to strive to capture the potential for raising funds relating to the TSA.

#### State Revenue Module (MPN)

The Single Entry MPN application is an integrated application aimed at conducting deposit transactions for state revenues owed to the Directorate General of the Treasury via BRI. Single Entry MPN transactions cover almost all tax-related payments to the state.

#### Ministry Partnership Module

BRI has established cooperation agreements with several Ministries in order to support government programs. BRI derives a number of benefits from these collaborations including the opening of accounts from the revenue program, fund settlement and administrative services. The partnership module includes the following:

- Cooperation with the Public Housing Ministry for the Distribution of Governmental Aid Stimulus for Public Housing (BSPS).
- Cooperation with the Education and Culture Ministry in disbursing allowances and Block Grant funds.
- 3. Cooperation with the Health Ministry to distribute funding for various health programs.
- 4. Cooperation with the Agriculture Ministry to promote the agricultural industry based on local resources by supporting fund disbursement to a number of Agriculture Ministry programs, such as post-harvest working capital assistance, venture capital for horticulture and so on.

#### SIM (Driving License), STNK (Vehicle Registration) and BPKB (Vehicle Ownership Document) Payment Services

BRI is known for managing the payments of Non-Tax State Revenue (PNBP) in collaboration with the National Police (Polri), for which payments can be made via ATMs and EDCs, and at BRI work outlets.

The different types of PNBP payments cover driver's licenses (SIM), vehicle registration (STNK), vehicle owners' logbooks (BPKB), motor vehicle registration (TNKB), provisional vehicle registration (STCK), driving schools and gun registration.

#### Visa on Arrival (VoA)

A VoA is a visa issued by immigration to foreign nationals visiting Indonesia. BRI provides the VoA counter payment services and manages the income raised to benefit the Republic of Indonesia's immigration office.

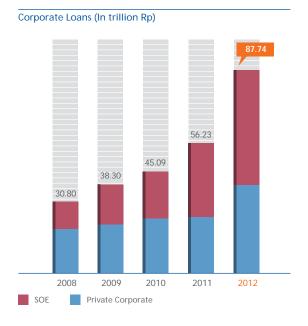
#### **PDAM Payment Point**

BRI works in cooperation with the Regional Water Company (PDAM), by managing the company's funds and the revenue received from bill payments made by its customers, to support PDAM's effort in supplying clean water to the general public.

#### SOEs and Corporate Business Achievements

- 1. Loan Outstanding
  - Total loan outstanding in the corporate business segment rose to Rp87.8 trillion due to the increase in SOE loans to Rp17.86 trillion and Non-SOE loans of Rp13.72 trillion.
- Preserving loan quality
   The use of prudential principles in the process of offering loans along with relatively conducive domestic economic conditions resulted in loan quality in the SOE segment being kept to 0% and in the Corporate business segment to 1%.

- Cooperation with SOEs and Agencies
   BRI established cooperation with 108 SOEs in 2012,
   as well as signing Cooperation Agreements with
   149 Agencies, including government agencies,
   ministries, educational organizations, financial
   institutions and private sectors.
- Cash Management
   Developments and improvements of features in order to increase the number of BRI CMS account-holders, resulted in the number of customer.
  - holders resulted in the number of customer accounts rising by around 6 thousand to total 24 thousand accounts.
- Fee-Based Income
   Increased activities through institutional relations and Corporate fund management resulted in total fee-based income for the corporate segment rising by 62% to reach Rp109.78 billion.
- Total funds raised in the Corporate segment amounted to Rp82.52 trillion. This money then became one of the sources of funding for the expansion of Corporate businesses.
- Corporate business provided net interest income and other operational income of Rp3.57 trillion as well as contributing Rp1.34 trillion to BRI's overall net profits.



#### SOEs and Corporate Business Development Plans for 2013

#### 1. SOEs Businesses

BRI will continue to apply the strategy it has used in SOEs segment. BRI will go on strengthening its penetration strategy in order to become an entry gate for other BRI business so that BRI can work with SOEs down to the micro segment. With improved synergy and coordination, it is hoped that all SOE businesses can be cultivated to attract customers from corporate and commercial levels as well as individual customers.

- Agribusiness and General Businesses
   In developing agribusiness and general business, BRI will endeavor to improve business through a number of steps, such as:
  - a. Maximizing productivity through an extensive delivery channel (via the Headquarters Office, Regional Offices and Branch Offices) to develop business and monitor business potential throughout Indonesia.
  - b. Choosing prospective business sectors that have potential to grow.
  - c. Focusing business development on companies that possess potential trickle-down effects to the secondary and retail business sectors.

In addition, BRI will introduce new products to meet the needs of those in the agribusiness sector, accompanied by targeted marketing activities, to carry out cross-selling along with speeding up the process of analysis and evaluations of loan applicants. BRI is also committed to increase the competency of Account Officers so that they can act as financial advisors to borrowers.

#### 3. Institutional Relations

BRI will continue to utilize to best effect of its cooperation with existing institutional customers, maximize its working network and existing electronic channel, increase the quality, function and role of the executive relationship officers and make inroads into the private sectors and multinational

corporations. BRI will also strive to increase the intensity of its collaborations with government agencies, both in disbursing State Budget (APBN) funds and in receiving tax and non-tax deposits from institutions, SOEs and individuals.

#### INTERNATIONAL BUSINESS

- BRI's International Business is supported by three foreign offices and 1,178 correspondent banks around the world.
- Trade finance and international banking services have grown rapidly over the past five years.
   In 2012, fee based income generated reached Rp361.88 billion, up 3.6 times from 2008.

To support BRI's efforts to become the leading commercial bank in Indonesia, BRI continues to develop its business services related to international trading. This development has consisted of updating policies related to international business, building relationships with correspondent banks both at home and abroad, providing guidance for units across Indonesia engaging in international business development and marketing in order to provide contributions in the form of fee based income to BRI.

In addition, trade finance and international banking services transactions have also contributed to BRI's performance in providing a source of short-term funding for the support of lending expansion. By increasing end-to-end services for its customers, BRI is currently providing services through trade finance, remittance and bank note services.

Trade finance and international banking services (remittance, banknotes, etc.) contribute fee based income that has been a very significant factor in BRI's rapid development over the past five years. Fee based income derived from trade finance and international banking services stood at Rp99.48 billion in 2008, and increased to Rp133.90 billion in

2009, and then to Rp168.51 billion in 2010 and then in 2011 increased to Rp228.96 billion, and in 2012 these businesses and services contributed fee based income of Rp361.88 billion.

International Business Achievements

#### **Trade Finance**

Average growth of fee based income from trade finance over the past five years has been 33.58%, making it one of the biggest contributors of fee based income revenue for BRI. As for 2012, fee based income generated by trade finance stood at Rp305.41 billion, with a total transaction volume of USD15.32 billion, comprising an export volume of USD6.03 billion and an import volume of USD9.29 billion.

To support international trading activities, especially export transactions, and in accordance with the policies of Bank Indonesia (BI), which serves as the regulating body that obliges all exporters to report all Foreign Exchange Export Proceeds (DHE) to domestic foreign exchange banks, BRI is currently creating a new webbased system called BROS (BRI RTE Online system) that makes it easier for exporters to report their DHEs. In developing BROS, BRI has become a pioneer in DHE automated reporting for exporters.

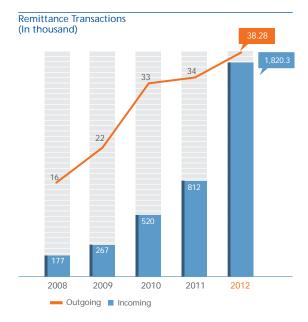
#### Remittances

BRI has developed a remittance service in cooperation with financial institutions, both banks and non-banks around the world, named BRIfast Remittance. In 2012, the number of BRI remittance transactions increased to 1.86 million transactions, a 119.69% increase from 840,000 transactions recorded in 2011.

This achievement has been supported by the ongoing development of the BRIfast Remittance system as a way to fulfill the needs of customers and counterparts.

BRIfast Remittance accommodates remittance services in the form of Credit to Account and Cash Pick Up services. With cooperations with counterpart networks worldwide and the support of more than 9,000 BRI units, the largest number of real-time online outlets in Indonesia, BRI is able to offer convenience, safety and fast money transfers in accordance with the needs and expectations of its customers. So far, BRI has established cooperations with 37 counterparts in 13 countries.

To strengthen its remittance business, BRI has placed several Remittance Representatives abroad, including Malaysia, the United Arab Emirates and Saudi Arabia.





#### Money Changer

Currently, BRI has a money changer business offering services across 13 currencies, including USD, SGD, AUD, CAD, EUR, GBP, CHF, SAR, CNY, JPY, THB, HKD and MYR, that is offered in real-time online at all BRI branches. The BRI money changer service offers competitive exchange rates and always stays up-to-date with global exchange rates.

To meet the needs for cash liquidity in foreign currencies (bank notes) as well as inventory management related to BRI's needs and those of third parties, BRI is also active in the export and import of bank notes in cooperation with BRI Correspondent Banks in several countries.

#### **Overseas Offices**

In an effort to develop its trade finance services, BRI is currently supported by Overseas Units, including the BRI New York Agency (BRINYA), the BRI Cayman Island Branch (BRICIB) and the BRI Hong Kong Representative Office (BRI HKRO). These supports are in the form of the provision of trade loans, fund raising, commercial loans, risk participation, remittance, USD settlement, and several functions in extending BRI's reach overseas.

Performance improvements at the BRI New York Agency have been encouraging. As of 2012, BRI New York Agency assets had grown by 122.26% over the previous three years. Revenue in 2012 was up 22.02% from the previous year. This revenue resulted in net income of USD10.01 million in 2012. The BRI New York Agency's total lending amounted to USD56.25 million and a total short term liabilities of USD1.09 million.

In 2012, the BRI Cayman Island Branch had USD199.92 million in assets, with total lending at USD120.85 million and short term liabilities of USD197.20 million. Net income in 2012 was USD1.16 million.

As for other overseas units, the BRI Hong Kong Representative Office is an extension of BRI's head office, which located in Hong Kong, the financial center of Asia. The BRI Hong Kong Representative Office is in charge of collecting information on investment and business opportunities to develop bilateral trade relations and promote Indonesia's export and imports. The BRI Hong Kong Representative Office is also responsible to build customer base for the remittance business as well as supervising the business activities of BRI's subsidiary in Hong Kong, namely the BRI Remittance Company (BRC).

### International Business Products and Services

Other BRI trade finance products and international banking services are as follows:

- Opening Letter of Credit (LC) and SKBDN, including the amendment of these two products.
- 2. Advising LC as well as SKBDN
- Post-shipment Financing (Export Bill negotiation and discounts) for LC and SKBDN
- 4. Bill Purchase Financing
- 5. Standby LC, Guarantee and Counter Guarantee
- 6. Trust Receipt (TR)
- Refinancing LC (Sight/Usance/UPAS/Usance Payable at Usance) and Non-LC
- 8. Money Changer
- 9. Interbank Banknotes Remittance
- 10. Inward/Outward Remittance

- Inward/Outward Documentary Collection (Document Against Payment and Document Against Acceptance)
- 12. Inward/Outward Clean Collection

To support the services of these products, BRI currently has 1,178 Correspondent Banks and is supported by 30 nostros in 13 currencies. BRI also conducts direct marketing activities for LC and Non-LC Trade Refinancing products, Risk Participation and the issuance of Guarantees with Counter Guarantees from Correspondent Banks.

In addition, BRI is also engaged in searching for sources of foreign exchange funding (offshore funding) through the issuance of Bankers Acceptance (BA), Bilateral Loans and raising foreign currency deposits from retail and corporate customers.

### International Business Development Plans for 2013

In 2013, as BRI plans to be more competitive in the market, we have developed an integrated trade finance services system by centralizing trade finance services through the formation of the Trade Processing Center (TPC). In addition, BRI will also develop structured services and products, including forfaiting and L/C confirmation.

As a newcomer in the banknotes/money changer business, BRI focuses on the development of Correspondent Bank marketing networks, in domestic and international, institutional, and other business networks.

BRI is currently in the process of opening an overseas unit in Asia that is expected to support the marketing of forfaiting and discounting LC transactions, as well as other business transactions. The BRI Remittance Company (BRC), which is a BRI subsidiary in Hong Kong, will also be developed as a unit for managing banknotes.

# TREASURY BUSINESS AND CAPITAL MARKET SUPPORT SERVICES



 To meet customer needs in the field of capital markets, BRI has the support services spanning from trustees, selling agencies, custodians and pension funds.

#### **Treasury Business**

To offer optimal Treasury and Capital Market Support services, BRI implements the following key strategy:

- Manage liquidity, sources and uses of bank funds and market risk management in a professional and focused manner.
- Disciplined application of precautionary principles and trading limits in arbitrage, market making, as well as proprietary trading.
- Perform credit assessment to seek out investment opportunities in financial instruments and investments.
- Provide financial market products and services to BRI's internal units as well as its customers by offering competitive prices.
- Develop financial products and services in both the money market and capital markets to generate fee based income

The current global economic condition, which as of the end of 2012 was not pointing toward a stable outlook, has truly tested the reliability of the BRI's Treasury Division in managing the bank's asset structure and liabilities to provide a real contribution to support the performance and sustainability of the bank. The weakening of the rupiah throughout 2012 proved a challenge for the bank to take a stable position in protecting BRI's structural balance. The function of the treasury in minimizing the exchange risk is seen in the net foreign exchange position, which has never exceeded the levels enforced by internal Treasury Policy and those of Bank Indonesia.

Indonesia's recapturing of the investment grade title in 2011 and changes in monetary policy in Indonesian throughout 2012 have adjusted investors' expected yield for Indonesian financial instruments. In response to the condition, the BRI Treasury has been active in optimizing the placement of excess liquidity. Excess liquidity management strategies have included investments in short-term loans to SOEs, government securities, corporate securities and interbank placements. These excess liquidity optimization efforts continue to prioritize precautionary aspects and the fulfillment of BRI's internal liquidity needs.

Facing increasingly intense competition in lending, especially in the corporate loans segment, the fall in the Bank Indonesia interest rate and government bond yields have driven the BRI Treasury to make efforts to control BRI's cost of funds. Steps taken have been to reduce the cost of deposits that are not sensitive to interest rate changes, such as deposits and savings, and periodically monitor the composition of low-cost and high-cost funds in accordance with company targets. It is hoped that this strategy will lead to sustainable growth in Net Interest Margin (NIM) performance and other BRI performance targets.

In order to serve customers' foreign exchange needs, the BRI Treasury offers foreign exchange buy-sell services and hedging through forwards and swaps. As a complement to these foreign exchange services, BRI also offers market update services through e-mail and information sharing through SMS blasts to customers.

#### **Capital Market Support Services**

The increasing diversity of alternative investments in Indonesia, means customers have the choice to not only invest in the money market but also to start to invest in capital markets. The role of the BRI Capital Market Support Service is to help customers invest in capital markets. In addition, BRI's Capital Market Support Services can also serve the needs of corporate customers,

seeking financing through the issuance of securities in the capital market. The following explains the functions of the BRI Capital Market Support Service.

#### **Trustee and Selling Agent**

The BRI Capital Market Support Service provides Trustee and selling agent services. A trustee is the official who represents the interests of the owner of securities, both in and out of court. In the future, BRI will continue to work with Capital Market stakeholders to develop this trust service.

In its function as a selling agent, BRI markets investment products, including mutual funds, government securities, and sharia-based retail securities (Sukuk Ritel). In collaboration with eight investment managers, BRI currently markets 16 mutual fund products, with marketing mainly focused on BRI Prioritas' customers. In addition, during 2012, BRI was elected by the Government as a Selling Agent for ORI009 and for Sukuk Ritel Series SR004.

With the marketing strategy in government securities and Sukuk Ritel products at every BRI branch across Indonesia, BRI strives to always have the trust from the Government to be able to act as a Selling Agent or Subselling Agent in every government security or Sukuk Ritel issuance, while at the same time generating fee based income from the sale proceeds.

#### **Custodian Services**

BRI has been a Custodian Bank since 1996, and been managing various types of assets, including money market instruments such as time deposits or deposits on call, and Bank Indonesia certificates, fixed income instruments such as bonds, and various types of debt instruments, including government bonds and corporate bonds, as well as equities in the form of stocks. The custodian services offered by BRI include mutual fund management, covering a range of a variety of mutual funds and financial institution pension funds.

During 2012, BRI Custodian offered a range of services to customers, and continued to improve to become the number one choice of clients for holding securities. The various custodial activities performed by the bank during 2012 can be divided into two categories: core services and value-added services.

During 2012, BRI Custodian made improvements to operations, services, and meeting customers' needs. Some of the products and services improvements implemented in 2012 include:

- Corporate Internet Banking replaced manual work in overbooking, RTGS transactions as well as clearing, thus improving speed, effectiveness and efficiency in day-to-day operational activities.
- Development of the Client Information Module Transactional system, which makes it easier for customers to perform securities transactions.
- Introduction of the Global Custody service to meet the needs of customers wishing to invest in global securities.
- 4. Development of the Compliance Module system to facilitate the monitoring compliance of investment managers in managing mutual funds.
- Development of the Back Office C-Best Connector system to CIPS to implement the Straight Through Processing (STP) system in custodian operations.

#### **Financial Institution Pension Funds**

The BRI Financial Institution Pension Fund (DPLK) is the institutional manager of the Defined Contribution Plan (PPIP), which was established by BRI on January 9, 2006. The DPLK BRI product, known as the "BRI Pension Investment Plan", was opened for the general public as well as individuals and groups from the formal and informal working sector.

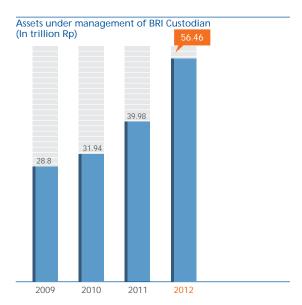
The "BRI Pension Investment Plan" offers four investment options: Money Market Investment Package, Fixed Income Investment Package,

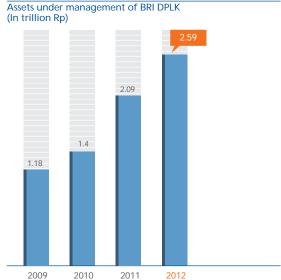
Equity Investment Package and the Combination Investment Package. The benefits of the "BRI Pension Investment Plan" product cover modern and professional management with daily valuation of Net Active Value (NAB), similar to the management of mutual funds. Some of the benefits of BRI DPLK include transparent investment results, and the fact that investors can monitor the NAB data published daily in newspapers, an easy registration and deposit process, the largest service network available through all BRI branches, as well as safe and competitive returns. IN addition, the BRI DPLK Annual Financial Report is audited by an independent auditor and published by a national newspaper.

As a Pension Fund manager, BRI DPLK envisions being a market leader in the Pension Fund industry, prioritizing the prudent management of long-term investments, while continuing to provide optimal returns under professional and transparent management in order to bring about a better future for BRI DPLK investors.

# Assets under management of BRI's Trustee services (In trillion Rp) 42.65 27.29 24.98

2011





#### Treasury and Capital Market Support Service Achievements

- In general, BRI is able to maintain liquidity ratios such as GWM (BI's primary reserve requirement), Net Foreign Exchange Position, Loan to Deposit Ratio, and Cash Ratio in accordance to BI rules, as well as the internal Treasury Policies.
- 2. The total issuance of securities managed by BRI as a trustee as of December 2012 was Rp42.66 trillion, which was a 56.46% increase from the same period in 2011.
- In 2012, assets under the management of the BRI Custodian department had increased by 37.81%, from Rp55.84 trillion in the previous year.
- 4. Assets under the management of BRI DPLK reached 2.59 trillion in 2012, a 24.24% increase from 2011.
- Fee Based Income generated by the capital support service in 2012 reached Rp42.4 billion, up 11.59% from 2011.

#### 2013 Treasury and Capital Market Support Service Development Plan

- BRI will launch the Trustee Service, becoming a direct member of Euroclear and therefore being part of global custodian, carry out improvements of the back office system in order to bolster its support for operational and business activities.
- Introduction of additional BRI Pension Investment Plan features including a Sharia Investment Package, and Insurance Coverage, as well as expansion of the BRI Pension Investment Plan sales network through BRI micro outlets.

# Financial Overview



The strategy for quality growth is not only providing a substantial increase in profit but also improving BRI's key financial indicators, such as LDR, NPL (gross), CAR and ROA.

LDR was maintained at



79.85%\*

\*bank data only

CAR strengthened at



16.95%\*

\*bank data only

NP L (gross) improved at

1.83%

ROA increased to

5.15%\*

\*bank data only

Bank BRI presents Management Discussion and Analysis of financial performance in accordance with Indonesian Statement of Financial Accounting Standards (PSAK) and the Accounting and Reporting Guide for the Indonesian Banking Sector. At the end of this discussion, BRI presents a summary of the performance of the BRI subsidiaries, which are an integral part of the financial performance of the company.

All of the material described here is based on the BRI Consolidated and Audited Financial Report, which are attached in this Annual Report, and which was audited by the Public Accounting Firm; Purwantono, Suherman and Surja, which is an affiliate of the 'Big 4' accounting firm, Ernst and Young. For a more detailed analysis of BRI's financial performance, please refer to the aforementioned financial report.

#### **Profit-Loss Statement**

(In million Rp)

	2010	2011	2012	% Change	
	2010	2011	2012	2010-2011	2011-2012
Interest Income	43,971,493	47,296,178	48,272,021	7.56%	2.06%
Sharia Income	643,669	868,170	1,338,400	34.88%	54.16%
Interest and Bonus Expenses	(11,726,559)	(13,737,272)	(13,126,655)	17.15%	-4.44%
Net Interest and Sharia Income	32,888,603	34,427,076	36,483,766	4.68%	5.97%
Other Operating Income	5,544,533	5,775,975	8,389,732	4.17%	45.25%
Net Impairment costs	(7,880,536)	(5,791,658)	(2,668,177)	-26.51%	-53.93%
(Expense) Reversal for Net estimated commitments and contingencies	8,315	93,623	(262)	1025.95%	-100.28%
Reversal for Net allowance of impairment losses on non-financial assets	(45,222)	164,841	(31,489)	-464.52%	-119.10%
Operating Expenses	(16,113,692)	(17,085,627)	(19,491,032)	6.03%	14.08%
Operating Profit	14,402,001	17,584,230	22,682,538	22.10%	28.99%
Net Non-operating Income/(Expenses)	506,229	1,171,650	1,177,034	131.45%	0.46%
Pre-tax profit	14,908,230	18,755,880	23,859,572	25.81%	27.21%
Tax Expenses	(3,435,845)	(3,667,884)	(5,172,192)	6.75%	41.01%
Net profit before extraordinary items	11,472,385	15,087,996	18,687,380	31.52%	23.86%
Net Extraordinary items	-	-	-	0.00%	0.00%
Net Profit	11,472,385	15,087,996	18,687,380	31.52%	23.86%

#### **Comprehensive Profit-Loss Statement**

(In million Rp)

	2010	2011	2012	Grov	wth
				2010-2011	2011-2012
Net Profit	11,472,385	15,087,996	18,687,380	31.52%	23.86%
Other Comprehensive Income (Net after tax)	86,366	208,505	(6,030)	141.42%	-112.65%
Current Year Comprehensive Profit	11,558,751	15,296,501	18,681,350	32.34%	22.00%

#### **Profit and Loss Statement**

In 2012, BRI have demonstrated a satisfactory financial performance. Some of the factors that boosted BRI's performance were improvement in credit quality, a increase in loan outstanding and operational efficiency, an ideal credit composition, and a strong domestic economy in the midst of the global economic crisis.

BRI saw profits increase by 23.86% compared to 2011, or from Rp15.09 trillion to Rp18.69 trillion, maintaining BRI's position as the bank with the highest profits since 2005.

#### Interest Income

A prudent loan disbursement is the first step in creating healthy and sustainable business growth for the future. To achieve this, in 2012 BRI applied a business strategy focused on increasing loan quality and selectiveness in loan disbursement. With the implementation of these strategies, BRI's loan growth will be matched that of the overall banking industry, but with a better loan quality.

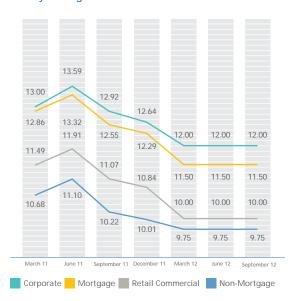
Throughout 2012, BRI's total loans grew 22.92%, or by Rp67.49 trillion, to Rp362.01 trillion from Rp294.52 trillion in 2011, with a continuously improving NPL rate of 1.83% as of December 2012. The preservation of this loan quality, combined with a loan portfolio composition dominated by Micro credit, triggered interest income in 2012 to grow by 3% to Rp49.61 trillion, from Rp48.16 trillion in 2011. Of this total interest-based income, Rp42.67 trillion, or 86.02% was income from loans.

The increase of interest income in 2012 was not optimal because of the impacts of the Statement of Accounting Standards (PSAK/SFAS) definitions 50&55 in 2010, which became major contributors to interest income growth in 2010, and therefore have to be amortized in the preceding years. However, the impact of the aforementioned accounting standards in 2012 was not as big as it was in 2010 and 2011.

In addition, in 2011 and early 2012, BRI reduced its base lending rate, which affected the realization of interest income in 2012. The reduction was one of BRI's strategies to continue increasing its customer base in the MSMEs sector, as well as being a natural result of improving economy, BI's trend of reducing BI rate, and increasing competition. In the long run,

we believe that this reduction will have a positive impact on the growth of our business, because it will increase the business volume, create barriers to entry for competitors, and increase the market share.

#### **Primary Lending Rate**



In 2012, Rp4.68 trillion worth of Government Recapitalization Bonds matured. As a consequence, income from Government bonds fell to Rp606 billion in 2012 from Rp1.11 trillion in 2011. The vast majority of the proceeds from these bonds were used for purchasing more bonds; however these carried lower yields accordance with market conditions. Thus causing a decrease in income generated by interest from Government bonds. Consequently, the percentage of overall interest income contributed by Government bonds fell to 1.22% in 2012 from 2.31% in 2011.

#### **Interest Income Details**

Type of Interest Income	2010		2011		2012	
	(In billion Rp)	Composition	(In billion Rp)	Composition	(In billion Rp)	Composition
Loan	39,587	90.0%	41,836	88.5%	42,674	88.4%
Government Bonds (Recapitalization Bonds)	1,506	3.4%	1,111	2.4%	606	1.3%
Securities	1,573	3.6%	2,001	4.2%	1,964	4.1%
Placements with Other Banks and Bank Indonesia	1,023	2.3%	1,802	3.8%	1,968	4.1%
Current account with Bank Indonesia	18	0.0%	138	0.3%	164	0.3%
Others	264	0.6%	408	0.9%	896	1.9%
Total Interest Income	43,971		47,296		48,272	

Interest income from earning assets and government bonds recorded in 2012 stood at Rp4.99 trillion, which was an increase of 14.78% from Rp4.35 trillion in 2011. Interest income derived from earning assets other than loans and government bonds in 2012 increased to 10.34% of total interest income from 9.20% of total interest income in 2011.

#### **Interest Expenses**

Total interest expenses in 2012 decreased to Rp13.13 trillion from Rp13.74 trillion in the previous year, as a result of third party fund growth in the form of savings and deposits. Although there was a nominal increase, BRI's fund fee structure remained healthy, reflected in a cost of funds of 3.68%, down from 4.70% in the previous year. The decrease in the cost of funds was due to a change in the composition of low-cost funds (savings and demand deposits), which was bigger than high-cost funds, and due to the fall in interest rates for deposits in line with the fall in BI rate. (see "Liabilities")

#### **Interest Expense Details**

Interest Expense	2010		2011		2012	
	(In billion Rp)	Composition	(In billion Rp)	Composition	(In billion Rp)	Composition
Demand Deposit	1,111	9.47%	1,388	10.10%	1,480	11.27%
Savings	2,474	21.10%	2,888	21.02%	2,125	16.19%
Time Deposit	6,417	54.72%	7,557	55.01%	7,367	56.12%
Others	1,724	14.70%	1,905	13.87%	2,155	16.42%
Total Interest Expense	11,727		13,737		13,127	

# 

#### **Net Interest Income**

Net interest income in 2012 reached Rp36.48 trillion, up from Rp34.43 trillion in 2011. The increase was due to growth in loan outstanding, improving NPL and optimal composition of low-cost funds. Consequently, BRI's NIM settled at 8.42% in 2012.

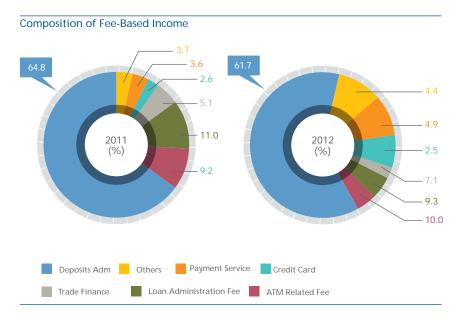
#### Other Operating Income

Component	2010	2011	2012	% Ch	ange
	(in billion Rp)	(in billion Rp)	(in billion Rp)	2010-2011	2011-2012
Fee Based Income	2,813	3,369	3,930	19.78%	16.64%
Recovery of Assets Written off	1,525	1,797	2,258	17.83%	25.67%
Gain on sales of securities and Government Recapitalization Bonds - net	156	146	56	-6.60%	-61.59%
Gain on Foreign Exchange - net	773	36	429	-95.40%	1107.17%
Others	278	429	1,717	54.40%	300.51%
Total Other Operating Income	5,545	5,776	8,390	4.17%	45.25%

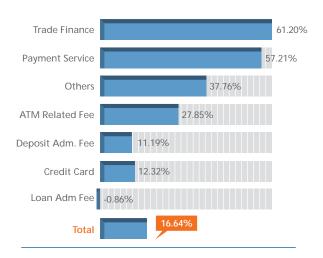
#### Composition of Other Operating Income



There was a significant increase in other operating income in 2012 of 45.25% to Rp8.39 trillion. One of the biggest contributors to the increase was growth in fee based income of 16.64% to Rp3.93 trillion, from Rp3.37 trillion in 2011. In 2012, fee based income contributed 46.84% of total other operating income, and 6.64% of total income.



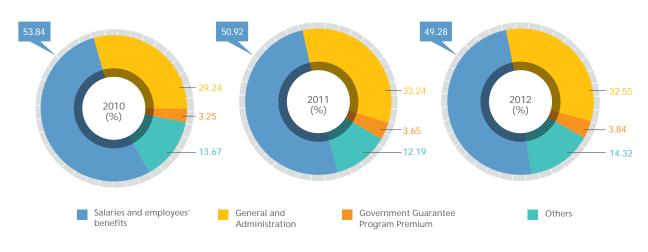
#### Fee-Based Income Growth



Fee-based income comprises of deposit administration, ATM related, loan administration, trade finance, credit card, payment service and others service fees. The 16.64% increase derived from, among other factors, increases in trade finance, payment services and ATM related fees.

In 2012, in line with the healthy domestic economy, BRI reclaimed written-off assets worth a total of Rp2.26 trillion, as part of an intensive program to settle default loans. In addition, BRI also booked gain of Rp56 billion on sale of securities and Government recapitalization bonds.





In addition, other income, stemming from pension reversions, income from fines, revenue from the advanced repayment of loans, clearing rejection fee income and others, reached Rp1.72 trillion by the end of 2012.

#### **Other Operating Expenses**

Other operating expenses, which consist of personnel expenses, general and administrative expenses, government guarantee program premiums, and others, increased by 14.08% in 2012 to Rp19.49 trillion from Rp17.09 trillion in 2011. In 2012, an increase in loan quality directly reduced the expenses arising from impairment losses on financial assets that continued to have an effect on cost reduction and ROA.

The increase in personnel expenses was in line with the expansion of BRI business units, as well as a new policy designed to increase the sales forces to further maximize the potential of existing businesses. As previously stated (see Human Resources Management), the total number of BRI employees rose to 72,625 in 2012 from 40,044 employees in 2011.

In addition, BRI also starting to implement a more attractive incentive scheme for marketers and sales forces, which is linked directly to the performance of individual employee, in order to have a proportional increase between personnel costs and the company's general performance.

#### **Other Operating Expenses**

Component	2010	2011	2012	% Ch	ange
	(In billion Rp)	(In billion Rp)	(In billion Rp)	2010-2011	2011-2012
Salaries and employees' benefits	8,676	8,701	9,606	0.29%	10.40%
General and Administrative	4,711	5,679	6,344	20.53%	11.71%
Government Guarantee Program Premium	524	624	749	19.10%	20.02%
Others	2,203	2,082	2,792	-5.48%	34.11%
Total Other Operating Expenses	16,114	17,086	19,491	6.03%	14.08%

In 2012, there is a very significant increase in employee numbers. This was due to the implementation of Bank Indonesia Regulation No.13/25/PBI/2011 dated December 9, 2011 on the Prudential Principle for Commercial Banks doing Outsourcing of Work to Other Parties in December 2012. As a result, the status of BRI's frontliner employees, especially Tellers and Customer Service, changed from outsourced employees into BRI Contract employees (See "Human Resources Management").

The increase in general and administrative expenses of 11.71% to Rp6.34 trillion was caused by an increase in maintenance costs due to the growing number of BRI's service networks, operations and e-channel units.

As noted in the discussion of "Retail Consumer Business", BRI has continued to optimize the development, expansion and quality of its service network. Throughout 2012, BRI has added 15 Branches, 43 Sub-Branches, 44 Cash offices, 125 BRI Units, 500 Sub-Micro outlets (TerasBRI), 250 Mobile Micro outlets (Mobile Teras), as well as 7,000 ATMs in strategic locations, followed by the installation of 13,125 new Electronic Data Capture machines (EDC).

# Allowance for Impairment Losses (CKPN Expense)

BRI has set aside a provision for potential future losses, especially for credit risk in the form of Impairment Losses Allowance (CKPN). In 2012, the impairment losses on financial and non-financial assets reached Rp2.67 trillion, or a fall of Rp3.12 trillion from Rp5.79 trillion in 2011. This decrease indicated a lower credit risk profile, which was reflected in the reduction of the NPL ratio to 1.83% in 2012 from 2.3% in 2011. This showed the success of BRI strategy in focusing on selective loan disbursement hence building a healthy and sustainable business.

In addition, the decline in Provisions expenses was also aided by Indonesia's favorable social and economy landscape, and a decrease in the number of disaster, leading to an overall lower level of risk for BRI's business.

#### **Operating Profit and Pre-tax Profit**

The overall results of BRI's operation triggered an increase in BRI's profit by 28.99% to Rp22.68 trillion in 2012 from Rp17.58 trillion in 2011. BRI also booked Rp1.18 trillion in non-operating income in 2012, leading to an overall pre-tax profit of Rp23.86 trillion, which was a 27.21% increase from Rp18.76 trillion in 2011.

#### **Income Tax**

In addition to dividend payouts, tax is one of the financial contributors from BRI to the government. In accordance with Law (UU) No.7 1983 on Income Tax, which was revised for a fourth time by Law No.36 2008 dated September 23, 2008, it is stated that the single tax rate for the 2010 fiscal year is 25%.

However, based on Law No.26 2008, Regulation (PP) No.81 2007 dated December 28 2007 on "Income Tax Rate Reductions for Domestic Listed Companies" and Regulation of the Minister of Finance No.238/ PMK.03/2008 dated December 30 2008 on "Monitoring and Implementation Procedures for the Provision of Tax Reductions for Taxpayers Listed Companies", it is stipulated that a Domestic Listed Company in Indonesia can obtain income tax reduction facilities of up to 5% lower than the highest taxpayer rate by meeting certain criteria, specifically, the Listed Company must have at least 40% of its fully paid shares traded on the Indonesian Stock Exchange and these shares must be owned by at least 300 individual parties, and no party may own more than 5% of these fully paid shares. The requirement must be fulfilled by the Listed Company minimum in a 6 months period within a single (one) tax year to obtain the aforementioned income tax reduction.

Based on Letter No.DE/I/2013-0019 dated January 3, 2013 from the Securities Administration Bureau, Datindo Entrycom on the ownership of BRI shares during 2012 all of the above criteria for the year ended December 31, 2012 have been met. Therefore, BRI uses the single rate of 20% to calculate income tax expenses for 2010, 2011 and 2012.

Based on the aforementioned taxation regulation, BRI's tax expense for 2012 was Rp5.17 trillion, or an increase of 41.01% from Rp3.67 trillion in 2011.

#### **Net Profit**

After considering the income tax, BRI's 2012 net profit is Rp18.69 trillion, a 23.86% increase from Rp15.09 trillion in 2011, with earning per share of Rp778.93.

#### Comprehensive Income

The presentation of Other Comprehensive Income (After Tax) appeared following the adoption of PSAK No.1 (2009 Revision) on Financial Statement Presentation, was fully implemented in January 1, 2011. BRI's Other Comprehensive Income (After Tax) consists of:

- 1. A loss of Rp4.24 billion, owing to exchange rate differences due to the exposition of financial statement in foreign currencies.
- 2. A loss of Rp33.48 billion in unrealized loss on available for sale securities and government recapitalization bonds-net with the amounts transferred to profit or loss in respect of fair value changes of available for sale for securities and Government Recapitalization Bonds.
- 3. Income tax related to components of other comprehensive income of Rp11.35 billion. Therefore, the value of net comprehensive income amounted to Rp6.03 billion.

#### **Total Comprehensive Profit**

Taking into account the calculation of comprehensive income, BRI's total comprehensive profit in 2012 is therefore Rp18.68 trillion, a 22.13% increase from Rp15.30 trillion in 2011.

#### **Financial Statement**

#### Assets

#### Assets (Consolidated)

Summary of Balance Sheet	2010	2011	2012	% Ch	ange
	(in billion Rp)	(in billion Rp)	(in billion Rp)	2010-2011	2011-2012
Cash	9,976	10,526	13,895	5.52%	32.01%
Current Accounts with Bank Indonesia	19,990	33,040	42,524	65.29%	28.70%
Current Account and Placements with other Banks - net	88,930	79,130	71,085	-11.02%	-10.17%
Securities - net	23,750	48,129	56,622	102.65%	17.65%
Government Recapitalization Bonds	13,626	8,996	4,316	-33.98%	-52.02%
Loans	252,489	294,515	362,007	16.64%	22.92%
Impairment Loss Allowance	(14,103)	(16,090)	(14,915)	14.09%	-7.30%
Investments - net	134	164	197	23.01%	19.46%
Fixed Assets - net	1,569	1,853	2,804	18.09%	51.36%
Other Assets	7,924	9,635	12,802	21.60%	32.86%
Derivatives Receivables - net	88	18	29	-79.72%	61.91%
Acceptance Receivables - net	660	1,692	4,786	156.31%	182.84%
Deferred Tax Assets	2,295	2,632	2,025	14.68%	-23.06%
Other Assets	4,881	5,294	5,962	8.46%	12.63%
Total Assets	404,286	469,899	551,337	16.23%	17.33%

During the reported period, BRI's assets show an increase of 17.33% to Rp551.34 trillion, up from Rp469.90 trillion in the previous year. The main contributor to this rise in assets was the increase in loan outstanding, which grew 22.92% to Rp362.01 trillion from Rp294.52 trillion in 2011. Loan was the main component of BRI's assets, representing 65.66% of the Company's total assets as of December 2012.

#### **Assets Composition**

#### Loans

As mentioned above, in 2012, BRI was succeeded in increasing loan outstanding. This increase included sharia financing, which increased by 23.49% to Rp11.25 trillion. As a bank that focus on Micro, Small and Medium Enterprises sectors, BRI has significant proportion to these sectors, with 74.66% of total loan portfolio, includes micro, retail, and medium segments. The remaining 25.34% is covering the corporate segment, comprises of State-owned Enterprises and Private Corporation, where State-owned Enterprises accounted for 56.74% of BRI's corporate loan (also see "Business Overview").

#### Loan - by Currency (Bank Only)

Segment	2010	2011	2012	% Cha	anges
	(in billion Rp)	(in billion Rp)	(in billion Rp)	2010-2011	2011-2012
Micro					
Rupiah	81,832,169	98,079,430	115,494,852	19.85%	17.76%
Foreign Currency	-	-	-	0.00%	0.00%
Retail					
Rupiah	119,312,633	125,789,288	139,723,181	5.43%	11.08%
Foreign Currency	727,413	4,703,570	6,650,545	547%	41.39%
Corporate					
Rupiah	30,197,969	35,322,832	58,565,193	16.97%	65.80%
Foreign Currency	14,894,054	21,511,137	30,324,491	44.43%	40.97%
Sharia Receivables and Financing	5,524,968	9,108,715	11,248,281	64.86%	23.49%
Total Loan					
Rupiah	236,867,739	268,300,265	325,031,507	13.27%	21.14%
Foreign Currency	15,621,467	26,214,707	36,975,036	67.81%	41.05%

#### Loans Quality

Various strategies to boost loan quality, such as, consolidation program, loan quality monitoring, and implementation of prudential loan disbursement procedures, have increased loans categorized as current by 25.16% to Rp355.51 trillion in 2012 from Rp268.06 trillion in 2011. Loans classified as Special Mention was relatively unchanged, remaining at Rp19.86 trillion in December 2012, from Rp19.62 trillion in December 2011.

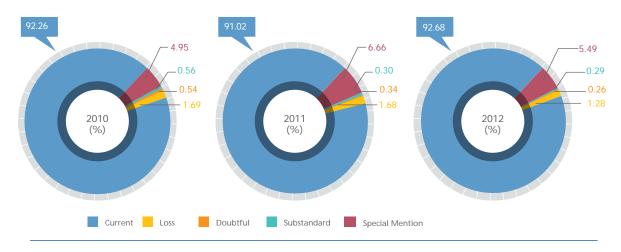
	2010	2011	2012
Total Performing Loans	245,447,849	287,675,177	355,369,648
Total Non-Performing Loans	7,041,357	6,839,793	6,636,896
Total Loans	252,489,206	294,514,970	362,006,544
NPL (Gross)	2.79%	2.32%	1.83%
NPL (Net)	0.75%	0.51%	0.38%

At the same time, gross non-performing loans including receivables and sharia financing (consolidated) improved to 1.83% from 2.32% in 2012. Net consolidated NPL also improved, shifting down to 0.38% in 2012 from 0. 51% in December 2011.



# BRI managed to improve the NP L ratio to 1.83% from 2.32% in 2011.

#### Loan Composition based on Loan Quality



#### Loan Write-offs and Recoveries

During the reported year, BRI wrote off Rp4.45 trillion of loans and recovered Rp2.26 trillion of these written off loans. The decrease in loan write offs in parallel with the increase in loan recoveries are evidences of our intensive consolidation program.

#### Cash and Current Accounts with Bank Indonesia

Cash at the end of 2012 was up 32.01% to Rp13.90 trillion from Rp10.53 trillion in 2011 as a result of BRI network expansion in the form of branches, kiosks, micro outlets, sub-micro outlets (TerasBRI), mobile sub-micro outlets (Teras BRI keliling) and ATMs. Current Account with Bank Indonesia increased 28.70% to Rp42.52 trillion from Rp33.04 trillion in 2011, as a consequence of BRI's compliance to Bank Indonesia's Minimum Reserve Requirement (GWM), which represents Rupiah and Forex reserve requirement of 10.64% and 8.17%, respectively (for parent entity).

#### Current Accounts and Placements with Bank Indonesia and other banks

Current Accounts and Placement with Bank Indonesia and other banks decreased by 10.17% to Rp71.08 trillion in 2012 from Rp79.13 trillion in 2011. The decrease was caused by a Rp9.99 trillion decrease in Placements with Bank Indonesia.

#### **Securities**

To optimize the excess funds available at the bank as well as to manage the bank's liquidity, our treasury management placed these excess funds into interest-bearing financial instruments. In 2012, there is a 17.65% increase in the placement of such funds to Rp56.62 trillion from Rp48.13 trillion in the previous year.

#### **Government Recapitalization Bonds**

As of the end of 2012, BRI owned Rp4.31 billion government recap bonds, which was a 52.03% decrease from Rp8.99 trillion in 2011. The decrease was due to Rp4.68 trillion matured government recapitalization bonds in the reported year.

#### **Government Recapitalization Bonds by Interest Rate**

	Interest Rate Type	2010	2011	2012
			(In billion Rp)	
Fixed Rate		10,026.50	4,682.33	-
Variable Rate		3,600.00	4,313.73	4,315.62
Total		13,626.50	8,996.05	4,315.62

#### **Investment in Associated Entities**

The total value of BRI's investments in associated entities as of the end of 2012 was Rp196.74 billion (net), which was a 19.46% increase from Rp164.69 billion in 2011. This mainly come from the increase in the listed value of PT BTMU – BRI Finance from Rp163.28 billion in 2011 to Rp195.33 billion in 2012 as a result of the accumulation of PT BTMU – BRI Finance's net profits.

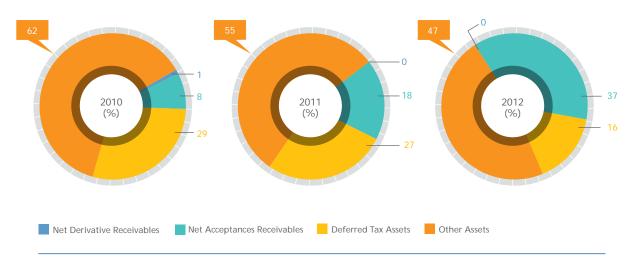
Details of investment in associated entities as of December 2012 are:

- 1. PT BTMU-BRI Finance (formerly PT UFJ BRI Finance): Rp195,33 billion
- 2. PT Kustodian Sentral Efek Indonesia: Rp900 million
- 3. PT Sarana Bersama Pembiayaan Indonesia: Rp5.36 million
- 4. PT Pemeringkat Efek Indonesia: Rp210 million
- 5. PT BPR Toeloengeredjo Agroloka: Rp77 million
- 6. PT BPR Tjoekir Agroloka: Rp77 million
- 7. PT BPR Toelangan Agroloka: Rp66 million
- 8. PT BPR Cinta Manis Agroloka: Rp35 million
- 9. PT BPR Bungamayang Agroloka: Rp23 million
- 10. PT Aplikanusa Lintasarta: Rp20 million

#### **Fixed Assets**

In line with the expansion of BRI's network, the total value of fixed assets saw a 25.01% increase to Rp7.22 trillion as of the end of 2012 from Rp5.99 trillion in 2011, while there are no material commitment on capital investment in 2012.





#### **Other Assets**

Other assets increased by 32.86% to Rp12.80 trillion from Rp9.64 trillion in the previous year. This category comprises derivatives receivables, acceptances receivables, deferred tax assets, and other assets. The increase in these items was caused by a Rp3.09 trillion rise in Net Acceptances Receivables, and a Rp668 billion increase in other assets.

#### Liabilities

Category	2010		2011		2012	
	(In billion Rp)	%	(In billion Rp)		(In billion Rp)	
Deposits From Customers			·			
Demand Deposits	77,364	21.05	76,779	18.28	80,075	16.46
Saving Deposits	125,990	34.27	154,133	36.69	184,365	37.90
Time Deposits	130,298	35.44	153,353	36.51	185,726	38.18
Current Liabilities	4,124	1.12	3,961	0.94	4,911	1.01
Deposits from Other Banks	5,160	1.40	4,024	0.96	2,778	0.57
Securities sold under agreement to repurchase	526	0.14	102	0.02	-	0.00
Fund Borrowings	9,455	2.57	13,097	3.12	10,888	2.24
Subordinated Loans	2,156	0.59	2,136	0.51	2,116	0.44
Other Liabilities	12,539	3.41	12,491	2.97	15,592	3.21
Total Liabilities	367,612	100.00	420,079	100.00	486,455	100.00

The 17.33% growth in BRI's assets was due to the rise in the liabilities accounts and the increase in equity component from retained earnings. The biggest increase in the liabilities accounts was from the third party funds (DPK) component, of 17.15%. As shown in the above table, third party funds dominated BRI's liabilities, reaching 92.54 percent of total liabilities in 2012.

The increase in third party funds shows evidence of the success in our marketing strategy to increase third-party deposits, especially through the support of BRI's outlets and e-channel network, as well as the increase in customer service quality, which ultimately increases the general public's trust to BRI.

#### Third-Party Funds (DPK)

Third-party funds consist of funds gathered from third parties in the form of demand deposits, savings, and time deposits, including sharia products such as the Wadiah Demand Deposits, Mudharabah Savings, and Mudharabah Time Deposits.

As shown in the above table, in 2012 BRI improved its third-party funds balance by 17.15% reaching Rp450.17 trillion in total. In addition, BRI also maintained the composition of low-cost funds (Demand Deposits and Savings) at around 60%.



# BRI successfully maintained low-cost funds ratio around 60%.

As of December 2012, savings stood at Rp184.36 trillion, up 19.61% from Rp154.13 trillion in 2011. Savings accounted for about 40.95% of third party funds.

The increase in savings exhibits the success of our promotion programs, and the development of products' features, which in the end has increased public awareness and willingness to save their money with BRI.

#### Composition of Third Party Funds - Based on Currency (Excluding Sharia)



#### **Liabilities Due Immediately**

This account is BRI liabilities to external parties which by nature should be paid immediately in accordance with the requirements in the agreement which have been previously determined. Several transactions lie in the category include remittance deposits, tax payment deposits, ATM deposits, Credit Card deposits, clearing deposits, and advance payment deposits.

In 2012, BRI recorded liabilities due immediately of Rp4.91 trillion, which was up 23.99% from Rp3.96 trillion in 2011. The largest increase was in advance payment deposits, which reached Rp897.63 billion as of December 2012, compared to Rp711.75 billion in December 2011.

## Deposits from Other Banks and Financial Institutions

Deposits from other banks and financial institutions comprised of demand deposits, savings, time deposits, interbank call money, and deposit on call. This heading is used for transactions between banks in the context of operations and liquidity management. The amount of deposits from other banks and financial institutions as of the end of 2012 stood at Rp2.78 trillion, down from previous year's Rp4.02 trillion.

#### **Fund Borrowings**

Among other things, fund borrowings are used to finance BRI's general activities, and trade finance needs. This category consists of loans from Bank Indonesia (liquid loans and loans for fixed assets investments), loans from Government Institutions and Entities, bilateral loans, and other loans.

The balance of borrowings as of the end of 2012 amounted to Rp10.88 trillion, 16.87% down from Rp13.10 trillion recorded on December 31, 2011. The cause of this decrease was a reduction in foreign currency borrowing.

#### **Subordinated Loans**

Total subordinated loans as of December 31, 2012, was Rp2.14 trillion; consisting of Rp2 trillion of type II subordinated bonds and Rp120.29 billion of two step loans.

The type II subordinated loans were issued by BRI on December 22, 2009, with a value of Rp2 trillion, maturity of five years, and an interest rate of 10.95%, listed on the Indonesian Stock Exchange. The type II subordinated bonds were issued for the purpose of generating supplementary capital (tier II capital) in accordance with Bank Indonesia policy, and all of the proceeds have been used to support the expansion of credit in accordance with prudential principles.

As for the two step loans, there was a reduction in the total outstanding principle from Rp141.62 billion as of the end of 2011, to Rp120.29 billion in 2012.

#### Other Liabilities

Other liabilities comprise of derivatives payables, acceptances payables, estimated losses on commitments and contingencies, taxes payable, and other liabilities. As of the end of 2012, the value of other liabilities had increased by 24.82% to 15.59 trillion in 2012 from Rp12.49 trillion in 2011. Among other things, this increase was caused by the increase in operational activities and unearned income.

#### **Equity**

(In million Rupiah)

Component	2010	2011	2012
Share Capital	6,167.29	6,167.29	6,167.29
Additional Paid-in Capital – net	2,773.86	2,773.86	2,773.86
Exchange difference due to payment in a foreign currency for the exposition of the financial report	47,24	49.15	44.91
Unrealized profit (loss) from securities and government bonds for sale – net	561.56	765.00	740.46
Total Retained Earnings	27,123.16	40,019.25	55,080.24
Total Equity Attributable to Parent Company	36,673.11	49,774.56	64,806.71
Non-controlling Interests	-	45.77	75.02
Total Equity	36,673.11	49,820.33	64,881.78

In 2012, BRI's total equity increased by 30.23% from Rp49.82 trillion in 2011, driven mainly by the significant increase in total retained earnings of 37.63 percent to Rp55.08 trillion from Rp40.02 trillion in 2011. This significant gain was due to the fact that the dividend payout ratio was kept at 20% of the retained earnings booked in 2011, which was unchanged from the previous year's dividend payout ratio. Therefore, the dividends per share for net retained earnings booked in 2010 and 2011 were Rp93.01 per share and Rp122.28 per share, respectively.

#### **Capital Structure Policy**

The bank is obliged to calculate the Capital Adequacy Ratio (CAR) based on Bank Indonesia regulation No. 10/15/ PBI/2008 dated September 24, 2008. To meet this requirement, it is BRI's policy to maintain its capital structure so as to be able to anticipate all of the key risks that can occur in the management of the bank.

These main risks are market risk, credit risk and operating risk. The calculation of operational risk for cost of capital is set at 15% of the average annual gross income over the last three years. This calculation method went into effect on January 1, 2011, thus affecting the calculation of the capital adequacy ratio in 2011.

BRI will implement PBI No. 14/18/PBI/2012 dated November 28, 2012, on Capital Adequacy, based on BRI's risk profile reported on March 2013, reflecting December 2012 risk profile.

In accordance with BI Regulations, bank capital consists of the following:

1. Core Capital

This is bank capital that consists of: paid-in capital, reserves expressed as: contributed capital, additional paid-in capital, retained earnings (including retained earnings held for specific purposes), impairment of financial instruments available for sale, and differences between financial statements of international offices. As shown in the above table, BRI's Core Capital in 2012 reached Rp51.59 trillion, up 35% from Rp38.22 trillion in the previous year, due to additional capital from retained earnings.

- 2. Supplementary Capital (maximum of 100% of Core Capital) Supplementary Capital refers to bank capital that consists of: allowance for fixed assets revaluation, general provision for impairment losses on earning assets, subordinated loans, and gain on financial instruments available for sales. BRI's total supplementary capital stood at Rp3.54 trillion in 2012, down 1.67% from the previous year.
- 3. Additional Supplementary Capital For Market Risk Anticipation
  In 2012 and 2011, BRI had both Core Capital and Supplementary Capital amounting to Rp55.13 trillion and Rp41.82 trillion, and BRI did not have additional supplementary capital for market risk anticipation.

From the standpoint of supplementary capital – BRI's Tier 2 Capital was recorded at Rp3.54 trillion on December 2012, which was 6.86% of total core capital of Rp51.59 trillion. In accordance with Bank Indonesia Regulation No14/18/PBI/2012, dated November 28, 2012, the maximum composition of supplementary capital is 100% of core capital. Therefore, with BRI's supplementary capital ratio of 6.86% of core capital, it means that BRI has significant room to strengthen the supplementary capital, such as, through subordinated debt issuance.

#### **Cash Flow**

CASH FLOW	2010	2011	2012
		(In million Rp)	
Net Cash Generated from / (Used for) Operating Activities	54,336	15,668	(24,097)
Net Cash Generated from / (Used for) Investing Activities	(2,189)	(10,670)	(5,664)
Net Cash Generated from / (Used for) Financing Activities	(7,071)	466	(5,951)

#### **Cash Flows from Operating Activities**

In 2012, net cash flow used for operating activities stood at Rp24.10 trillion. Cash inflows, mainly from interest income, return on investments, fees and commissions, and sharia income, amounted to Rp49.83 trillion, and was also affected by the rise in saving and time deposits amounting to Rp29.84 trillion and Rp31.26 trillion, respectively. These cash inflows were balanced by cash outflows, which were mostly used for the payment of interest expenses and operations expenses of Rp13.15 trillion and Rp23.39 trillion, respectively.

#### **Cash Flows from Investing Activities**

At the same time, net cash flow provided by investing activities in 2012 stood at Rp5.66 trillion, mostly generated by a reduction of securities and government recapitalization bonds that were available for sale and that held to maturity, amounting to Rp4.07 trillion.

#### **Cash Flows from Financing Activities**

In 2012, net cash flows used for financing activities amounted to Rp5.95 trillion, most of which was used to purchase Rp102.68 billion worth of securities sold under a repurchase agreement, the distribution of profits for dividends, reserves, and Partnership Program and Community Development (PKBL) amounting to Rp2.62 trillion, and payments of fund borrowings of Rp2.21 trillion.

#### **Financial Ratios**

DES	CRIPTION	2010	2011	2012
PERI	FORMANCE RATIO			
1.	Capital Adequacy Ratio (CAR)	13.76%	14.96%	16.95%
2.	Non performing earning assets and non earning assets to total earning assets and non earning assets	2.19%	1.79%	1.19%
3.	Non performing earning assets to total earning assets	2.24%	1.85%	1.46%
4.	Allowance for impairment losses of financial assets to earning assets	4.58%	4.51%	3.43%
5.	NPL gross	2.79%	2.32%	1.83%
6.	NPL net	0.75%	0.51%	0.38%
7.	Return on Asset (ROA)	4.64%	4.93%	5.15%
8.	Return on Equity (ROE)	43.83%	42.49%	38.66%
9.	Net Interest Margin (NIM)	10.77%	9.58%	8.42%
10.	Operational Expenses to Operational Income (BOPO)	70.86%	66.69%	59.93%
11.	Loan to Deposit Ratio (LDR)	75.17%	76.20%	79.85%
CON	/IPLIANCE			
1.	a. Violation of the Legal Lending Limit			
	i. Related Parties	0.00%	0.00%	0.00%
	ii. Unrelated Parties	0.00%	0.00%	0.00%
	b. Exceeding the Legal Lending Limit			
	i. Related Parties	0.00%	0.00%	0.00%
	ii. Unrelated Parties	0.00%	0.00%	0.00%
2.	Statutory Reserves			
	a. Primary Minimum Statutory Reserve - Rupiah	8.05%	9.33%	10.64%
	b. Minimum Statutory Reserve - Foreign Currencies	1.00%	8.00%	8.17%
3.	Net Open Position (NOP)	4.45%	5.49%	3.00%

Note: All data are bank only, except for NPL gross and NPL net

#### **Solvency and Collectibility**

#### **Capital Adequacy Ratio**

According to previous discussion (see Financial Review – Equity), BRI's Capital Adequacy Ratio is 16.59%, up from 2011's figure of 14.96%. This shows BRI's ability to generate high profits resulting in a 35% increase in core capital, and therefore increased the CAR ratio in December 2012.

#### Non-Performing Loans Ratio and Collectibility Management

The NPL ratio in 2012 was successfully reduced to 1.83% from 2.32% in 2011, albeit increase in total loans. It shows positive result of management's effort in maintaining and improving loan quality. The increase in loan quality for the micro, retail and corporate segments had a real impact on the decrease in the NPL ratio.

To eliminate the losses coming from uncollectible loans and earning assets, BRI continued to do aging analysis of past due asset, and set allowances for the possibility of uncollected loans. Although the total value of the allowance in 2012 has increased, but in terms of ratio, the amount of the allowance, which is recorded as an operational expense during accounting year, has fell.

#### Liquidity

#### Loan to Deposit Ratio (LDR)

During 2012, LDR was maintained at BRI's internal target of around 80-90%. At the end of 2012, the LDR was 79.85%, up from 76.20% in 2011.

#### **Profitability**

#### Net Interest Margin (NIM)

BRI achieved a net interest margin of 8.42%. With this level of NIM, BRI has become the frontier among Indonesian banks with a high profitability.

#### Cost Efficiency Ratio (CER)

CER of 43.11% in 2012, which was relatively similar to previous year's number, shows BRI has successfully implemented efficient and effective strategies for its operating activities. The increase in loans and expansion in banking operations were balanced with the increase in IT and Human Resources capabilities. Therefore, in line with the increase in interest income due to loan growth, expenses also increase proportionally and well-controlled.

#### Operating Expenses to Revenue Ratio (BOPO)

BOPO ratio has fell to 59.93% from 66.69% in 2011. This low ratio is an indicator of management's success in maintaining the efficiency and effectiveness of operating activities as also shown by stable NIM, manageable LDR, and lower NPL, which led to an increase in BRI's profitability.

#### Return on Assets (ROA)

BRI's return on assets ratio has increased in 2012 to 5.15% as a result of the rise in income, and manageable operational expenses, which ultimately led to a greater income growth rate than the assets'. This high ROA is well above the average of Indonesian banking industry.

#### Return on Equity (ROE)

Return on Equity, reflecting shareholders' returns, was maintained at 38.66%.

# Capital Expenditures and Commitments for Capital Expenditures

As of 2012, BRI owned more than 9,000 outlets (Also see "Company Profile" and "Marketing") as part of the realization of a service network spanning across Indonesia. To grow these infrastructures, BRI has invested in capital expenditure amounting to Rp1.45 trillion (also see "Fixed Assets").

Realization of Capital Expenditures	2010	2011	2012
Land and Buildings	230,393	209,875	233,031
Inventory and Equipment	97,952	143,403	78,743
Vehicles	28,765	128,224	216,977
Computers and Softwares	154,802	168,472	916,539
Leases	-	-	-
Total	511,912	649,974	1,445,290

BRI has also conducted several material commitments on capital, most of them are done in rupiah, thus minimizing exposure to foreign exchange fluctuations.

Sources of funding for these capital expenditures are retained earnings from operating activities in the previous year and specific reserves set aside from previous years' net income. The purpose of the material commitments on capital includes:

- Office construction project, valued at Rp43,783.93 million
- Procurement of 4-wheel and 2-wheel vehicles, valued at Rp26,791.34 million
- 3. IT and e-banking infrastructure development, worth Rp17,280 million

#### **Comparison of Projections and Outcomes**

	Realization in 2012 (In million Rupiah)	Target of 2012 (In million Rupiah)	Achievement
Total Assets	551,337	538,812	102.32%
Total Liabilities	486,455	475,702	102.26%
Total Equities	64,882	63,110	102.81%
Net Profit	18,687	18,464	101.21%

#### Other Financial Information

#### **Targets Achievement in 2012**

In general, in 2012, BRI showed satisfying performance, as seen in several achievements as follows:

- 1. BRI booked a 22.92% growth in high-quality loans as targeted, and achieved an NPL ratio of 1.83%, which was better than the target of 2.5%.
- 2. Deposits growth of 17.15% was slightly below the target of 18%, but BRI was still able to maintain a low-cost funds composition in the range of 60%.
- 3. LDR amounted to 79.85%, maintained near the optimum LDR target range of 80-90%.
- 4. Cost of funds at 3.68% was much better than the target of 4.54%.

- The increase in operating costs was still below the maximum target of 15%.
- The achieved net income of Rp18.69 trillion was just above the target.
- 7. The achieved ROA was 5.15%, above the targeted 4.89%.
- At the end of December 2012, BRI's total CAR was recorded at 16.80%, which was above the target of 13.86%

#### 2013 Targets

For 2013, taking into account the condition of the Indonesian economy, the readiness of BRI's business infrastructure and the competition in the banking industry, BRI is targeting to accomplish several key performance achievements as follows:

- 1. Loan growth of 22-24%.
- 2. Composition of low-cost funds around 60%.
- 3. LDR in the range of 80-90%.
- 4. NPL maintained at 2%.
- 5. Operating costs to increase by 15%.
- 6. Net profit growth around 15%.

#### **Commitments and Contingencies**

BRI has commitments to provide financing as well as procurement contracts, and several contingencies related to loans or legal issues.

Total commitments and contingencies on BRI's administrative accounts have increased by 30.83% and 96.55% compared to 2011, respectively. The increase in commitments was caused by increase in Letter of Credit and lending, which grew 22.92% higher than in 2011. At the same time, the increase in the value of contingencies was caused by a rise in guarantees issued in the form of standby L/C as well as bank guarantees. Details regarding these matters can be seen in Note 42 of the Audited Consolidated Financial Statement.

#### Commitments and Contingencies with Credit Risk as of December 2011 and 2012

(In million Rupiah)

	December 21, 2011 December 21, 2012	
	December 31, 2011	December 31, 2012
Commitments		
Unused Credit facilities granted to debtors	60,313,628	75,649,401
Irrevocable Letters of Credit	6,843,251	12,231,900
Other	89,942	97,225
Total commitment liabilities	67,246,821	87,978,526
Commitments - net	(67,246,821)	(87,978,526)
Contingencies		
Contingent Receivables		
Interest receivables under settlement	834,315	221,217
Other	486	-
Total contingent receivables	834,801	221,217
Contingent Liabilities		
Standby L/C	1,810,379	6,158,676
Bank Guarantees	4,428,146	6,103,142
Total contingent liabilities	6,238,525	12,261,818
Contingencies - net	(5,403,724)	(12,040,601)

In accordance with Bank Indonesia Letter No. 13/658/DPNP/DPnP dated December 23, 2011, BRI is no longer required to create a provision for impairment losses of administrative account transactions (commitments and contingencies).

#### **Derivatives and Hedging Facilities**

In the framework of safeguarding foreign currency denominated asset portfolios, BRI performs currency hedging transactions as part of its risk management activities. BRI does not use or issue derivative instruments for trading purposes.

#### Impact of Interest Rate Changes on Bank's Performance

Interest rate changes have a direct impact on the bank's performance. The effect of the decrease in the base lending rate in 2011 and at the beginning of 2012 was significantly impact the interest income in 2012. The stability of monetary and domestic economy, the increase in the sovereign bond rating, the stability of reference interest rate, and the stability of the Company's debt rating allowed the cost of funds to be controlled at a relatively low level.

Lower cost of funds was accomplished because of a greater composition in low-cost funds (demand deposits and saving deposits) compare to high cost funds (time deposits), moreover, deposits interest rate was decreasing in line with the reduction of BI rate. (Also see "Business Overview" and "Financial Review, Interest Income, and Interest Expense").

#### **Other Material Information**

#### Information and Facts regarding Investment, Expansion, Divesting, Acquisitions or Debt/Capital Restructuring

There is no material information or facts related to investment, expansion, divesting, acquisitions or capital/debt restructuring.

### Recent Developments in Financial Accounting Standards and the effect on the Financial Statement

In 2012, BRI was still in the final stages of implementing Statement of Financial Accounting Standards (SFAS) No.55 (Revised 2006) on Financial Instruments: Recognition and Measurement and SFAS No.50 (Revised 2006) on Financial Instruments: Presentation and Disclosure.

The company's focus was on collective impairment estimations in the form of Allowance for Impairment Losses on Loans using historical loss data as regulated in SFAS 55 (Revised 2006) and the Indonesian Accounting Guidelines for Banking Industry 2008 (PAPI 2008). In addition, to support the implementation of the above accounting regulations, the company has been supported by adequate information technology, internal accounting policies and other supporting accounting guidelines.

The internal accounting policies and guidelines were prepared as the company's reference in implementing the national regulation. The company also continues to update all employees with the latest information and knowledge related to recent SFAS/IFRS development.

In this financial year, "The company" has adopted the Financial Accounting Standards published by the Financial Accounting Board, including the SFAS and Interpretation of Financial Accounting Standards (IFAS), which implemented on January 1, 2012. In addition, the company also revised the internal accounting policies and accounting guidelines according to Financial Accounting Standards, which already complied to IFRS. Following are list of SFAS and IFAS implemented on January 1 2012, which are relevant to the company.

- 1. SFAS 16 (Revised 2011) Fixed Assets.
- 2. SFAS 18 (Revised 2010) Accounting and Reporting of Retirement Benefit Plans.
- 3. SFAS 46 (Revised 2010) Accounting for Income Taxes.
- 4. SFAS 53 (Revised 2010) Share-based Payments.
- 5. SFAS 56 (Revised 2010) Earnings per Share.
- 6. SFAS 110 (Revised 2011) Accounting for Sukuk.
- IFAS 15 SFAS 24 The limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction.
- IFAS 20 Income tax changes in the tax status of entities or its shareholders.
- 9. IFAS 26 Revaluation of Embedded Derivatives.

The implications of these aforementioned SFAS and IFAS have generated new recognition, measurement, presentation, and disclosure of categories in the the company's financial statement. Details of these implications can be seen in Note 2.ak of the Consolidated Audited Financial Report.

### Accounting Policies and Financial Information for Extraordinary Items

The accounting policies specified for extraordinary items are used to record extraordinary events in the audited financial report, for example losses due to a fire at the bank, disasters that hit customers with substantial loans outstanding, etc. However, there are no accounting policies or financial information regarding extraordinary events in this reported year's financial statement.

### Changes in Legislation and the effect on the Bank's Performance

Several legislative regulations that might affect BRI's business activities include:

 State-Owned Enterprises Minister decree Number SK-164/MBU/2012 on The Stipulation of Partial Authority of the SOEs Minister as a Government Representative at the Annual General Meeting of Shareholders of a Limited Company, becoming the Authority of the Board of Commissioners and Board of Directors.

This SOEs Minister's decree was issued to clarify, avoid different interpretations of the delegation of authority and/or power explained in SOEs Minister Decree Number KEP-236/MBU/2011, and improve the efficiency and effectiveness of SOEs management.

 Bank Indonesia Circular Letter No. 14/20/DPNP dated June 27, 2012, regarding Prudential principle for commercial Banks performing partial work outsourcing to other parties in strategic core jobs, such as, Tellers, Customer Service, Account Officer or Credit Analysts, Funding Officers, IT Designers and Developers, so that these jobs cannot be outsourced or carried out by outsourced workers.

The impact of this letter is the Bank will commence a transfer process of outsourced positions of the aforementioned jobs into contractual employment, in December 2012, which lead to increasing employment costs in the 2013 work plan.

 Bank Indonesia Circular Letter No. 14/10/ DPNP regarding the Implementation of Risk Management for Banks engaged in Mortgage and Motorcycle Financing.

The purpose of this regulation is to control excessive growth of mortgages and motorcycle financing to minimize credit risk for banks.

Major changes in this letter are:

- a. Limiting the Loan to Value (LTV) for mortgage at a maximum of 70% for homes greater than 70 m². This rule excludes mortgages associated with government housing programs.
- b. Limiting the Down Payment (DP) for motorcycle finance as follows:
  - DP of at least 25% for the purchase of twowheeled motor vehicles
  - DP of at least 30% for the purchase of four-wheeled vehicles for non-productive purposes
  - DP of at least 20% for the purchase of motor vehicles with four or more wheels for productive purposes
- Bank Indonesian Regulation No. 14/14/PBI/2012 on Transparency and Publication of Bank Reports (revised to Bank Indonesia Regulation No. 3/22/ PBI/2001 on the Transparency and Financial Condition of Banks).

The purposes of this regulation, which are in line with the implementation of Basel II and the development of international standards and accounting standards, are acting as an umbrella regulation for obligations to submit reports, and improving the Bank's transparency.

Based on this regulation, there are adjustments need to be made to Bank's Annual Reports, including:

- a. Sharia business unit should now be added to general information on the business development of banks and its groups, strategies, management policies, and management reports, which previously covered conventional bank only.
- Addition of social function reports and distribution of profit sharing report for Sharia Commercial Banks and Sharia Business Unit (UUS).
- c. The following items related to presentation of information should be added, especially for Conventional Commercial Banks (BUK):

- Presentation of qualitative and quantitative information on potential losses (risk exposures) for several types of specific risk in accordance with Basel II Pillar III.
- Qualitative and quantitative information related to capital (especially for Conventional Commercial Banks), covering capital adequacy and capital structure.
- 5. Bank Indonesia Regulation No. 14/15/PBI/2012 on Asset Quality Assessment for Commercial Banks. The purpose of this regulation is to serve as a precaution to safeguard and protect the banking system, and to ensure the Bank continues to manage credit risk exposure at a level sufficient to maintain the quality of assets and to calculate an allowance for asset impairments.

The principal provisions include:

- The establishment of a special reserve for substandard credit.
- b. Banks under special surveillance is no longer a criterion for quality assessment of inter-bank placements, which classified as loss.
- c. The quality assessment of loans and other financing for MSME borrowers in the period of August until January refer to bank's level of health as of June, while the period of February until July refers to December of the previous year.
- d. Time deposits recognized as cash collateral can only be stored at lending banks.
- e. The title of Prime Bank is defined as AA- by S&P, Aa3 by Moody's, and AA- by Fitch ratings.
- f. Regarding credit restructuring
  - The quality of restructured credit can only be increased by a maximum of 1 (one) level compared to its previous rating after the debtor had paid the principal and or interest installments for 3 consecutive periods.

- Income on restructured loans is recognized and recorded in accordance with SFAS.
- Reporting of restructured loans is done online in parallel with the reporting of Commercial Bank Periodic Reports (LBBU).
- g. Some of the changes related to Allowance for Asset Impairment (PPA) include:
  - A reserve in accordance with the impairment concept in the form of loan loss provision.
  - General and Specific Reserve (PPA) are still
    calculated for Productive Fixed Assets, and
    will affect the calculation of CAR after it is
    deducted from Loan Loss Provision (CKPN).
    These PPAs calculation will not be charged
    to the Income Statement (P/L).
  - Specific PPA for Productive Fixed Assets is still calculated for Productive Fixed Assets. This PPA will influence the calculation of CAR, but is not related to the amount of Loan Loss Provision (CKPN), as having Non-Earning Assets is disincentive. This PPA will also not be charged to the Income Statement (P/L).
- Bank Indonesia Regulation No. 14/17/PBI/2012, concerning Bank Business Activity in the Form of Trust. The purpose of this regulation is to provide legal assurance for trust-related activities and to accommodate foreign exchange management activities.

The principle provisions of this regulation are as follows:

- a. Trust is a bank's service covering safekeeping and management.
- b. There are 3 relevant parties, namely the Settler, the Trustee, and the Beneficiary, within Trust-related activities.
- Trust-related activities regulated by this BI regulation cover: paying agents, investment agents, and/or borrowing agents.

- d. Banks that can run Trust services are:
  - Banks incorporated in Indonesia.
  - Banks eligible to conduct Foreign Exchange service with core capital of at least Rp5 trillion
  - Banks with Capital Adequacy Ratio of 13% for the last 18 consecutive months.
  - Banks with Health Level Report as follows:
    - A minimum Composite Rating of 2 within the last 12 consecutive months.
    - A minimum Composite Rating of 3 within 6 months before the period mentioned above.
  - Banks mentioning Trust service business plan in their Business Plan (RBB).
  - Banks having capacity to engage in Trust service based on Bank Indonesia's assessment
- e. Banks engaged in Trust-related activities are required to meet following requirements:
  - Core capital at least Rp5 trillion
  - CAR ratio at least 13%
  - Bank Health Level Report at least on Composite Rating of 2
- f. For Overseas Bank Offices, in addition to meeting the above requirements, not only they must have a minimum Capital Equivalency Maintained Assets (CEMA), which according to the prevailing regulations, is at least Rp5 trillion, but also have to be incorporated in Indonesia.
- Regulations regarding Capital Adequacy Ratio (KPMM) and Capital Equivalency Maintained Assets (CEMA) are:
  - a. Bank Indonesia Regulation No.14/18/PBI/2012
     Concerning Minimum Capital Adequacy
     Requirement for Commercial Banks.
  - Bank Indonesia Circular Letter No.14/37/DPNP on Minimum Capital Requirement based on Risk Profile and Fulfillment of Capital Equivalency Maintained Assets (CEMA).

The purpose of these regulations are both to create a healthy banking system that is able to develop and compete both nationally and internationally, and to comply with the prevailing international standards regarding Capital Adequacy Ratio calculation. In addition, certain allocations into particular financial instruments from overseas branches to anticipate the dynamics of the economy and global financial system are required.

The main provisions of this Bank Indonesia regulation are:

- a. Banks are required to provide a minimum amount of capital in accordance with the risk profile so that it will not only able to absorb potential losses from credit risk, market risk and operating risk, but also from other risks, such as liquidity and other material risks. The minimum provision of capital in accordance with the risk profile is defined as follows:
  - Risk-weighted assets of 8 percent for a bank with a level 1 risk profile
  - Risk-weighted assets of 9% to 10% for bank with a level 2 risk profile
  - Risk-weighted assets of 10% to 11% for banks with a level 3 risk profile
  - Risk-weighted assets of 11% to 14% for banks with a level 4 or 5 risk profile.
- Bank Indonesia is authorized to set a higher CAR level for banks who are facing larger potential capital losses.
- c. To calculate minimum capital in accordance with the risk profile, the Bank is required to have and document the Internal Capital Adequacy Assessment Process (ICAAP). This calculation will start in March 2013, using December 2012's risk profile.
- d. BI will reassess the banks' ICAAP by implementing Supervisory Review and Evaluation Process (SREP). Based on the SREP results, BI can request the bank to improve its CAAP.

The effect of these regulations on BRI is that we will need to provide adequate CAR level based on our risk profile.

 Bank Indonesia Regulation No.14/27/PBI/2012 concerning Implementation of Anti Money Laundering and Combating the Financing of Terrorism Program for Commercial Bank.

The development of increasingly complex banks' products, activities and information technology posed increasing external fraud potential in the form of money laundering and terrorism funding. Therefore, Bank Indonesia's regulations regarding these matters need to be adjusted to comply with prevailing national law, and international standards.

The main points of the arrangement cover:

- Active supervision of the Board of Directors shall at least include:
  - Ensuring the Bank has policies and procedures in place for the anti-money laundering and combatting terrorism financing (APU and PPT) program;
  - Recommending policies and procedures for the APU and PPT program to the Board of Commissioners:
  - Ensuring implementation of the APU and PPT program is pursuant to established written policies and procedures;
  - Establishing special units assigned to implement the APU and PPT program and/ or appointing an officer duly responsible for the APU and PPT program at Head Office;
  - Supervising the compliance of working units in implementation of the APU and PPT program;
  - Ensuring that branch offices have a special unit established.
  - Ensuring that branch offices with high business complexity meet the requirements referred in

- previous item, and are separated from the working unit that implements the policies and procedures of the APU and PPT program.
- Ensuring that the written policies and procedures of the APU and PPT program are in line with changes in the development of Bank products, services and technology as well as applicable to prevailing methods of money laundering and terrorism financing.
- Ensuring that all employees, in particular employees of related work units and new employees, have participated in regular training relating to the APU and PPT program.

Active supervision of the Board of Commissioners shall at least include the following:

- Approval of implementation policy for the APU and PPT program; and
- Supervision of the assigned responsibilities of the Board of Directors in terms of APU and PPT program implementation.
- The bank is required to have a written APU and PPT program procedures implementation quide.
- c. The bank is required to have an effective internal control system, that comprise compliance testing (including sample testing) of related APU and PPT rules and procedures.
- d. The bank is required to have information system that can identify, analyze, monitor and provide effective reporting on the characteristics of transactions carried out by the bank's customers. In addition, the bank is required to have and maintain integrated customer profiles (Single Customer Identification File).
- e. In order to prevent the bank being used as a medium or as a destination for money laundering or terrorism funding in connection with internal parties, the bank is required to perform screening of new employees, and to monitor employee profiles.



- f. The bank is required to carry out and monitor the implementation of the APU and PPT programs' procedures throughout its entire network and overseas subsidiaries.
- g. The bank is required to disseminate action plan updates on the APU and PPT programs' procedures, to report data updating action plan, and to report the implementation of latest data updating activities, annually to Bank Indonesia.
- h. Administrative sanctions will be issued if the required reports and guidelines are not issued.

BRI records related transactions in accordance with SFAS No.7 (revised 2010) on "The Disclosure of Related Parties" in order to produce a fair financial report.

Material transactions that occurred in 2012 with related parties are fully laid out in Note 43 of the Consolidated Audited Financial Report.

# Material Information and Facts after the Date of the Accounting Report

There is no material information and facts after the date of the accounting report.

#### **Transactions containing Conflicts of Interest**

There were no transactions containing conflicts of interest during the reported year as mentioned in BAPEPAM-LK regulation No. IX.E.1 "Conflicts of Interest".

#### **Related Transactions**

BRI entered into transactions with related parties due to ownership/management relations. All transactions with related parties were done based on mutually agreed policies and conditions. Therefore, BRI has done fair-transactions with these related parties.

BRI records related transactions in accordance with SFAS No.7 (revised 2010) on "The Disclosure of Related Parties" in order to produce a fair financial report.

Material transactions that occurred in 2012 with related parties are fully laid out in Note 43 of the Consolidated Audited Financial Report.

# Material Information and Facts about Investments, Expansion, Divestments, Acquisitions and Capital/ Debt Restructuring

There is no material information or fact on investments, expansion, divestments, acquisitions, or capital/debt restructuring.

#### **Dividend Policy**

Policy on the distribution of dividends is set every year at the Annual General Meeting of Shareholders. In 2012, BRI paid out Rp3.02 trillion of dividends, equivalent to 20% of 2011 net profit, or Rp122.28 per-share. Detailed information regarding the dividend payout can be seen in the "Information for Investors" chapter.

# Subsidiaries

#### PT Bank BRI Syariah

#### **Business History**

PT Bank BRI Syariah (BRI Syariah) was established to answer the increase in Indonesian public's needs on sharia banking services. It all started with the creation of the Sharia Business Unit (UUS) on April 14, 2002, with two branches in Jakarta and Serang.

Subsequently, BRI acquired Bank Jasa Artha in accordance with acquisition act No. 61 on December 19, 2007, which was signed in the presence of Imas Fathimah, S.H., a notary in Jakarta, where BRI owned 99.99875% of the total shares, and the remaining 0.00125% was owned by the BRI Workers Welfare Foundation (YKP BRI).

In 2008, Bank Jasa Artha was transformed into PT Bank BRISyariah and converted its business activities from previously as a commercial bank to be a commercial sharia bank. This was based on Deed No. 45 on April 22, 2008, which was created in the presence of Fathiah Helmi, a notary in Jakarta, as well as Bank Indonesian Governor Decree No. 10/67/KEP.GBI/DpG/2008 dated October 16, 2008.

On December 19, 2008, in accordance with Act No. 27 created in the presence of Fathiah Helmi S.H., a notary in Jakarta, BRI's management decided to spin-off UUS BRI and merge it with PT Bank BRISyariah, effectively since January 1, 2009, in order to improve its performance and competitiveness, especially in sharia banking, and to be more focus on sharia banking business, which require management attention.

#### Bank BRISyariah Profile

BRISyariah's vision is to become a modern retail bank with an excellent range of easily and accessible financial services in line with the needs of customers, based on sharia principles.

#### 2012 Business Performance

In 2012, BRISyariah returned to record an encouraging business performance. Bank assets grew 25.8% to Rp14.09 trillion from Rp11.20 trillion in 2011. Third Party Funds (DPK) grew 17.79% to Rp11.01 trillion

from Rp9.35 trillion in 2011. On the financing side, BRISyariah booked above the sharia banking industry average growth of 23.49% to 11.25 trillion from 9.11 trillion in 2011.

With operating income of Rp1.51 trillion and a net income margin of 7.15%, BRISyariah booked a profit of Rp101.89 billion for 2012, which was a 773.76% increase from 2011's profit of Rp11.66 billion. This outstanding business performance was achieved mainly through continuous development of distribution channels, new product launches in line with market needs, and support from BRISyariah's reliable human resources, both in terms of size and competency.

In addition to the outlets network, which grew to be 117 service outlets as of the end of 2012, BRISyariah also developed joint distribution channel by opening the Sharia Service Office (KLS) inside the BRI's conventional network, and built BRI Syariah (BRIS) corner in Religious Affairs Offices and in Islamic boarding schools. BRISyariah also optimizes the support coming from its e-channel network of 259 ATMs, and continuously developing e-banking services by adding more comprehensive features.

BRISyariah's performance achievements in 2012 were supported by its human resources, growing to 4,659 people as of the end of 2012 from 4,497 people at the end of the 2011. The increase in human resources at the head office was focused on supporting operations as well as the development of various new policies, operating procedures and information technology operation; while at the branch, the development of human resources was focused more on developing strong sales teams.

BRISyariah's brilliant performance was recognized by independent parties through several awards received in 2012, including Brand Equity Champion of Islamic Banking (iB) 2012 from Markplus Management, Top Sharia Banking Brand from Frontier Consulting Group, Indonesian World Records Museum from MURI, Indonesia Service Quality Award 2012 in the Service Quality Golden Award 2012 program, Banking Efficiency Award 2012 from Bisnis Indonesia, Banking Service Excellence Awards 2012 - 1st Best ATM Sharia



Bank and 3rd Best Phone Handling Sharia Bank from Infobank & MRI, Indonesia Original Brands 2012 for Sharia Banking from Majalah SWA, Top 250 Indonesian Original Brands 2012 from Majalah SWA and Business Digest and Indonesia Brand Champion 2012 - Silver Brand Champion of Most Popular Brand Outside Jakarta from Markplus Inc.

#### **Product and Service Development**

Product and service development are important factors in BRISyariah's business target achievements. In 2012, BRISyariah launched several new products and services as well as strengthening its existing products' features, such as Gold Ownership (KLM) BRISyarian iB, adding e-Banking services, mobile banking services, new financing products with IMBT (Ijarah Muntahiyah Bit Tamlik) contracts, and lastly BRISyariah iB Tabungan Impian (Dream Savings Account) which is saving deposits with the principle of profit sharing designed to fulfill long-term-plans.

#### **Risk Management**

In order to anticipate such rapid business developments generated by public's interest in welcoming sharia-based banking services, BRISyariah implements prudent risk management principles. All of the inherent banking risk profiles, which consist of 8 types of risk: credit, market, liquidity, operational, compliance, strategic, reputation and legal, are constantly analyzed so that they can be followed by risk mitigation steps. BRISyariah's inherent composite risk profile is low to moderate.

# PT Bank Rakyat Indonesia Agroniaga Tbk.

#### **Business History**

Following up on the decision of BRI Extraordinary General Meeting of Shareholders in 2010, the signing of an Acquisition Deed between BRI and Dana Pensiun Perkebunan (Plantation Pension Fund) on 88.65% of the total shares of Bank Agro was done on March 3, 2011. This decree was based on Acquisition Deed No. 14, which was created in the presence of notary Fathiah Helmi, S.H.

Furthermore, to comply with Bapepam-LK Regulation No.IX.H.1, chairman decision attachment Bapepam-LK Nokep-259/BL/2008, dated June 30, 2008, Bank BRI, as the New Controller of Bank Agro, was required to transfer back Bank Agro's shares to the public in the amount of no less than the percentage of shares acquired during the Mandatory Tender Offer, which was 3.15% of Bank Agro's total shares, or 113,326,500 shares, and owned by no less than 300 (three hundred) parties within a time period of no more than 2 (two) years. Referring to this matter, BRI has sold 7.10% Bank Agro's total shares or 256,875,502 shares to Dapenbun, and thus, as of March 31, 2012, the total number of Bank Agro's shareholders stood at 2,286 parties. Therefore as of March 31, 2012, Bank Agro's transfer of share process conducted by BRI had been completed. As of the end of 2012, BRI's ownership of Bank Agro shares amounted to 2,886,690,021 shares, or 79.785% of Bank Agro's total shares.

#### **BRI Agro Profile**

PT Bank Rakyat Indonesia Agroniga Tbk. (BRI Agro), as one of the nation's foreign exchange commercial banks, has a vision to focus its banking services on agro-business financing, such as horticulture, fisheries, animal husbandry and agro-processing. BRI Agro was established in Jakarta on September 27, 1989, by a group of agro-business leaders from the Government, SOEs, and national private companies. BRI Agro's presence has spearheaded the history of agro-banking in Indonesia. BRI Agro provides various banking products and services, especially targeting specific agro-business, such as PT Perkebunan Nusantara I-IX (national plantation companies) and their trading partners and suppliers, as well as, providing funding to increase farmers' welfare through loan facilities from cooperatives to their members (KKPA) and Food Security Loans (KKP) scheme recommended by those national plantation companies (PTPN).

In 2012, BRI Agro had 9 (nine) branches and 9 (nine) sub-branches located across Greater Jakarta (Jabodetabek), Surabaya, Medan, Pekanbaru, Bandar Lampung, Jambi, Bandung, Semarang, Rantau Prapat,

Makassar and Balikpapan, 2 (two) cash offices and 32 (thirty two) self-managed ATMs, as its distribution channels. By the end of 2012, the company employed a total of 426 people.

#### **BRI Agro's Performance in 2012**

As of December 31, 2012, BRI Agro's total assets stood at Rp4.04 trillion, representing a 16.24% growth compared to the previous year. Third Party Funds collected during 2012 stood at Rp3.05 trillion, of which Rp2.53 trillion was channeled in the form of financing.

BRI Agro's profitability in 2012 shows good performance, with a net income of Rp33.03 billion.

#### **Product Development and Services**

BRI Agro continues to enhance and develop its banking products and services in order to increase its customer base, both in funding and lending. One of the promotion event held in 2012 was "Ayo Bergoyang" (Let's Rock) event, it was an acquisition and retention program for Savings and Time Deposits product, which was bundled with BRI AGRO Berhadiah promotion program. The program was in the form of free promotional gift for each fresh fund placement according to a predetermined time period.

#### **BRI Remittance Co.Ltd**

#### **BRI Remittance Co. Ltd. Profile**

BRI Remittance Co. Ltd. (previously named BRIngin Remittance Co. Ltd.) was established on April 7, 2005, in Hong Kong with a capital payment of HKD 1,600,000.00. On December 16, 2011, BRI signed the Instrument of Transfer and Bought and Sold Notes to acquire 100% of

the shares of BRIngin Remittance Company Ltd. (BRC) amounting to 1,600,000 shares with a purchase price of HKD 1,911,270. This acquisition was approved by the Hong Kong Inland Revenue Department (IRD) with stamp duty on December 28, 2011, and has approved by Bank Indonesia through Letter No.13/32/DPB1/TPB1-3/Rahasia, dated December 1, 2011, and therefore as of the said date, BRI became the Controlling Shareholder of BRC with 100% ownership of BRC shares.

Furthermore, based on Certificate of Change of Name No. 961091, dated October 11, 2012, issued by the Registrar of Companies Hong Kong Special Administrative Region, BRIngin Remittance Company Ltd.'s name was officially changed to BRI Remittance Company Ltd.

BRC's main business is in remittance business, which basically in the form of sending money from originator (sender) to beneficiary (recipient) who lives in another country. To support remittance business in Hong Kong, BRI currently establish the BRIFAST system, which already implemented at BRC and connected online to more than 9,000 BRI business units. BRC and BRI integration has accelerated the delivery time of remittance service from and to Hong Kong, which will become a major competitive advantage. In 2012, BRC's assets reached Rp2.82 billion, which was a 20.97% increase from Rp2.33 billion in 2011. BRI Remittance Co. Ltd.'s performance in 2012 provided income and net profit of Rp1.595 billion and Rp297 million, respectively.

# Corporate Governance





BRI is committed to become Indonesia's best bank with Good Corporate Governance practices.

# Corporate Governance

#### The aim of Corporate Governance Implementation

BRI has a commitment to implement a healthy banking system in Indonesia based on the application of Good Corporate Governance (GCG) principles. BRI aims to maximize its value and increase its market confidence through the consistent implementation of GCG Principles, which is carried out to ensure Bank competitiveness nationally and internationally, and to ensure long-term business sustainability in order to reach company's goals.

These practices are the reasons why BRI chose the theme of "Becoming the Best Indonesian Bank through Good Corporate Governance Practices" as its 2012 theme.

GCG implementation for BRI extends beyond complying with the rules of law; it is also a continuous effort to improve and innovate its implementation of GCG principles. Since 2000, BRI has been strengthening its commitment in applying the GCG principles in its business and banking operations, and that commitment has been a starting point in bolstering sustainable implementation of GCG in BRI up to this day.

The implementation of GCG principles in BRI in each of its business activities earned several awards from external and independent parties in 2012.



Best Corporate Governance Right of Shareholders 2012 Category
The 4<sup>th</sup> The Indonesian Institute
for Corporate Directionship (IICD) Conference and Award
Corporate Governance



Selected as "Trusted Company"

Corporate Governance Perception Index (CGPI) 
The Indonesian Institute

of Corporate Governance (IICG)

Indonesia Trusted Companies Investors and Analysts's Assessment Survey



The Best Bank 2012 in GCG Category (rank 3rd)
Business Review

### **Good Corporate Governance Assessment**

Good Corporate Governance Assessment is useful for assessing the GCG implementation quality. In 2012, BRI conducted self-assessment using criteria from Bank Indonesia and also assessment by external parties.

#### **GCG Self-Assessment**

The implementation of GCG principles requires a form of assessment to determine the extent in which GCG principles had been implemented and how this implementation influences a company's business and operational activities. The assessment can also show whether there is an improvement in the quality of sustainable implementation of GCG principles in an internal business process.

Complying with Bank Indonesia's regulation PBI No.8/14/PBI/2006, which stipulates that banks should conduct internal self-assessments of GCG implementation, BRI conducted a GCG implementation self-assessment for the period of 2012. The assessment produced a composite score of 1,31, with the Label "SANGAT BAIK" (VERY GOOD). Below is the explanation of the 2012 self-assessment of BRI's GCG implementation.

Aspect Assessed	Weight (A)	Rank (B)			Score (A x	В)	Notes on Sem II/2012	
		2011	Semester I/2012	Semester II/2012	2011	Semester I/2012	Semester II/2012	
The Board of Commissioner's task completion and fulfillment of responsibility	10,0%	1	1	1	0,10	0,10	0,10	The Board of Commissioner's number, composition tasks and responsibilities has been implemented according to the regulations effectively, efficiently and never in breach of the regulations.
Board of Directors' task completion and fulfillment of responsibility.	20,0%	1	1	1	0,20	0,20	0,20	The Board of Directors' number, composition, tasks and responsibilities has been implemented according to the regulations effectively, efficiently and never in breach of the regulations.
The committees' adequacy and task completion	10,0%	1	1	1	0,10	0,10	0,10	The committees' composition and task completion was carried out according to the regulations effectively and efficiently.
Conflict of interest mitigation	10,0%	2	1	1,51	0,20	0,10	0,15	BRI is already equipped with comprehensive and effective internal policies to deal with conflict of interests. The conflicts of interest within were dealt with in a way that has not caused BRI any loss nor has the method reduced its profits.
Implementation of Bank Compliance Function	5,0%	2	2	2	0,10	0,10	0,10	BRI's implementation of compliance function is categorized as good. However, non-material breaches have occurred. The Compliance Director and Compliance Division's task completion and fulfillment of responsibility ran effectively. The guidelines, system and procedures are available in a comprehensive manner.
Implementation of Internal Auditing Function	5,0%	1	1	1	0,05	0,05	0,05	The internal audit function was implemented very effectively, in accordance with the internal guidelines and the minimum standards for banks' implementations of internal audit functions (SPFAIB)
Implementation of External Auditing function	5,0%	1	1	1	0,05	0,05	0,05	The bank has selected Public Accounting Firms in accordance with all the rules and regulations. The selected Public Accountants and Firms worked professionally and independently and they reported their findings in accordance with the working agreement.
The Implementation of Risk Management and Internal Control Functions	7,5%	1	1	2	0,075	0,075	0,150	The risk identification and control methods are effective in maintaining the bank's soundness internal conditions. The internal control procedures and application is comprehensive and in line with the aims, size and complexity of the bank's risks and businesses.

Aspect Assessed	Weight (A)		Rank (B)	)		Score (A x	: B)	Notes on Sem II/2012
		2011	Semester I/2012	Semester II/2012	2011	Semester I/2012	Semester II/2012	
Fund Allocation for Related Parties and borrowers with Large Exposures.	7.5%	1	1	1	0.075	0.075	0.075	BRI is already equipped with up-to-date policies, systems and procedures regarding fund allocation for related parties and for large exposures. No breach of BMPK (Maximum Credit Limit) occurred. The decisions regarding fund providing for related parties were made in a very independent manner. The concentration of fund allocation for large or core debtors is very small in comparison to the total funds allocated. In December 2012, the ratio was 16.15% (between fund provision for top 25 debtors and total loans, and 0,66% (between related parties and total loans). The total amount disbursed to the Top 25 debtors (core) was Rp54.65 billion (OS). The total amount disbursed to related parties was Rp2.23 billion (OS) and the total amount disbursed in December 2012 was Rp338.45 billion (OS).
Transparency of Bank's Financial and Non-Financial Conditions, GCG Implementation Report and Internal Report	15.0%	2	2	1.58	0.30	0.30	0.24	BRI has conveyed sufficient and accessible financial and non-financial information, in accordance with the regulations, to its stakeholders.  The GCG report was conveyed in accordance with the rules.  The Management Information System regarding BRI's internal reporting system was capable of providing information needed by the management in order to make decisions.
The Bank's strategic Plan	5.0%	1	1	2	0.05	0.05	0.10	The formulation and implementation of the Bank's Business Plan was in line with the Corporation's vision, mission and plan.
Composite	100%				1.300	1.200	1.310	Label "SANGAT BAIK" (VERY GOOD)

Composite Score Explanation	
Composite Score	Composite Label
Composite Score < 1.5	Sangat Baik (Very Good)
1.5 = Composite Score < 2.5	Good
2.5 = Composite Score < 3.5	Fair
3.5 = Composite Score < 4.5	Below Fair
4.5 = Composite Score < 5	Poor

#### **GCG Implementation Rating by External Parties**

CGPI 2011 conducted a GCG implementation research and rating program with the theme "Good Corporate Governance in the Risk Perspective". The program was carried out from July to November 2012 in the following phases:

Phase	Explanation
Self-Assessment	The completion of questionnaires about the implementation of GCG in companies in relation to the management's effort to manage risks to reach the company's targets while implementing an ethical and sustainable business.
Document Assessment	To meet the assessment's requirements, the company submits all documents associated with GCG implementation. This related to the management's efforts in managing business risks to meet the company's target while implementing an ethical and sustainable business.
Paper Assessment	To meet the assessment's requirements, the paper explains a number of GCG implementation programs and processes in the company, in relation to the management's effort In managing business risks to meet the company's target while implementing an ethical and sustainable business.
Observations	The final phase of the assessment which is an important part of CGPI's research and rating processes, is in the form of the CGPI team's direct observational visits to the company to verify the process of GCG implementation programs and processes in the company in relations to the management's effort in managing risks to meet the company's target while implementing an ethical and sustainable business.

#### Risk Perspectives in GCG Assessment Aspects are as follows:

1.	Commitment	5.	Independence	8.	Leadership	11.	Strategies and Policies
2.	Transparency	6.	Fairness	9.	The ability to cooperate	12.	Business Ethics
3.	Accountability	7.	Competence	10.	Vision, Mission and Values Structure	13.	Risk Culture
4.	Responsibility						

BRI was labeled "Terpercaya"/a "Trusted" company based on the CGPI 2011 assessment results.

### **GCG Implementation Road Map**

BRI implements its GCG in four phases as described below:

Formulation	Implementation	Monitoring and Evaluation	GCG Excellent
Phase 1  1. Strengthening of the Management's Commitments  2. Comprehensiveness of BRI's GCG Soft-structure  3. Comprehensiveness of BRI's GCG Infrastructure  4. Comprehensiveness of BRI's GCG Mechanism	Phase 2 GCG Awareness (Internal and external awareness building) 1. Upholding of BRI's Corporate Culture and Code of Ethics 2. The active role of Top Management 3. Optimizing the role of supporting organs, such as: • Risk management and internal control functions • Compliance function • Internal audit function 4. The development of GCG Tools	Phase 3 1. GCG Self-assessment program (Self-assessment and independent assessment) 2. Evaluation of the Company's performance 3. Improvement of GCG structure and mechanism 4. Improvement of IT Systems 5. Evaluation of Company's structures	Phase 4  1. GCG as a culture  2. Most Trusted Company  3. Business Sustainability  4. A company with integrity, ethics and responsibility  5. Service Excellence  6. Provides stakeholders with added value

Several Activities held in 2012 to improve the quality of BRI's GCG implementation.

### **Anti-Fraud Commitment**

The signing of the Anti-Fraud Commitment by all employee in working units, including overseas units

The Anti-fraud commitment was also signed by all the members of BRI's Board of Directors



#### Strengthening BRI's **Corporate Culture**

An annual agenda for all of BRI's working units in the form of Focus Group Discussions and Performance Enhancing Forums



#### Annual disclosure of each of BRI's employees' conflicts of interests

Several issues disseminated in all the working units in 2012:

- Anti-Fraud Strategy
- Compliance Culture
- Bank's prudential principles
- Conflicts of interests
- Labor (employee's duties, prohibitions and rights)
- Taxation
- PSAK 50-55
- IT Security Awareness
- Others



#### **APU-PPT Monitoring Program**

The annual activity of monitoring the APU-PPT program implementation in BRI's working units (sampling)



BRI Event "Obrolan Pagi"

Fraud: Indications, Prevention and Treatment. Jakarta, 3 April 2012



**BRI's GCG Commitments** BRI's GCG commitments are aimed at all its customers, debtors and working partners whose names are published in BRI's website and Tempo Magazine's 14 August 2012 edition



#### **Annual Disclosure**

Annual disclosure of each of BRI's employees' conflicts of interests



### **Corporate Governance Perception Index**

Theme: "Good Corporate Governance (GCG) in Risk Perspective" Conducted July to November 2012

#### **GCG Seminar**

"Building BRI's competitive reputation through GCG implementation to become World Class Banking" Jakarta, 1 November 2012



#### **BI GCG Self Assessment Coordination** meeting

GCG Self-Assessment conducted every semester according to Bank Indonesia's regulations





#### In depth learning for BRI's new employees

- BRI's GCG and Code of Ethics
   Operations
- APU-PPT program
- Risk Management
- Internal Control System
- Credit
- Business Profile
- Others

#### Corporate Governance Guidelines, Structure and Policies

#### **Corporate Governance Guidelines**

BRI's commitment in implementing Good Corporate Governance (GCG) is stated in its vision to become a leading Commercial Bank that puts customer satisfaction as its priority. This is further elaborated in its mission to provide a prime service to customers through a widespread working units network and supported by professional human resources practicing GCG. Hence, it can provide the optimum benefit to stakeholders.

Becoming a leading commercial bank that puts customers as its priority.

#### MISSION 1

banking practices by prioritizing

#### MISSION 2

service to customers through network supported by professional practicing Good

#### MISSION 3

profit and benefit to stakeholders

BRI believes that GCG implementation should begins with Top Management which is the Board of Directors (BOD) and Board of Commissioners (BOC). As a consequence of that commitment, GCG is applied in all of BRI's business activities, as demonstrated in its vision, mission, core values, and policy strategies. The Board of Commissioners and Directors' Joint Decree (SKB) in the Good Corporate Governance Charter lays out general guidelines for GCG implementation in all of BRI's organizational level. It has undergone 3 (three) improvements with the last being in 2010.

BRI's Commitment to implement GCG is reflected in its 2012 Theme of the Year, which is "To Become the Best Bank in Indonesia with GCG Practices" as part of the sustainable long-term work plan (corporate plan) to achieve the Company's vision. The selection of this theme will hopefully permeate the implementation of the work plan and the process in achieving company targets.

#### **Corporate Governance Structure**

In order to achieve its vision and mission and develop its business, BRI continues to improve its corporate governance structure.

The corporate governance structure should ensure the presence of check and balance process, and clear accountability in the company's organization. The amount and composition of the Board of Commissioners' members and the establishment of committees are in line with the prevailing regulations. Clear separations of the company's organization demonstrates proper internal control and check and balance.

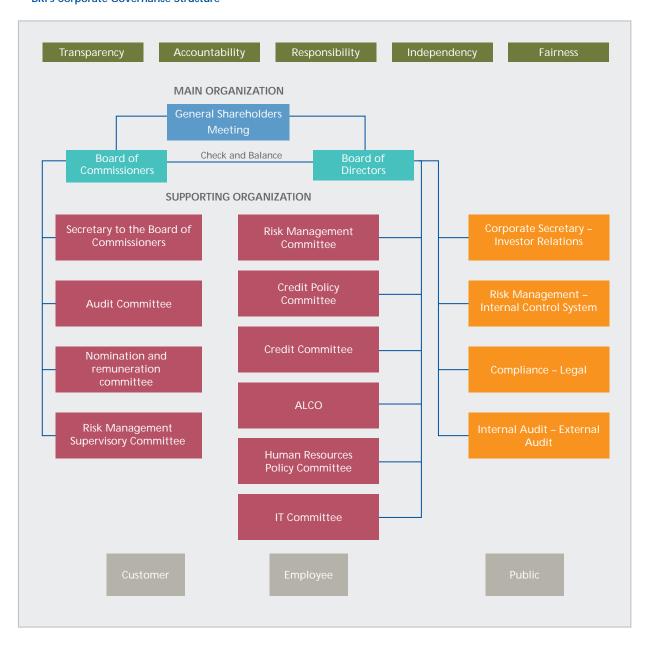
#### **Corporate Governance Policies**

BRI has GCG-related general policies, which become regulations to support the implementation of GCG in BRI. Some of these policies/procedures are listed below:

- 1. BRI's General Policy on Good Corporate Governance
- 2. BRI's Policy on Corporate Culture;
- 3. BRI's Code of Conduct;
- 4. BRI's Manual for the Board of Commissioners and Board of Directors;

- BRI's Manual for the Board of Commissioners' Committees and BRI's Audit Committee Charter;
- 6. BRI's Corporate Secretary Manual;
- BRI's General Policy for Managing Conflicts of Interests;
- 8. BRI's Policy on Whistleblowing System;
- Policy regarding Customer Complaints and Procedures to settle Complaints;
- 10. BRI's Transparency and Disclosure Manual;
- Regulations regarding the Revealing of the Bank's Confidentiality;
- 12. BRI's Anti-Fraud Strategies;
- 13. BRI's Disciplinary Rules;
- 14. BRI's Organizational General Policy;
- 15. BRI's Policy on Long Term Plan (Corporate Plan);
- 16. BRI's General Policy on Bank Business Plan (RBB);
- 17. BRI's' Work Plan and Budget Policy;
- 18. BRI's General Policy on Risk Management and its derivatives;
- 19. Business Continuity Management Policy;
- 20. BRI's Policy on New Products and/or Activities;
- The implementation of Anti-Money Laundering Programs and Prevention of Terrorism Funding Programs;
- 22. Compliance Charter;
- 23. The implementation of Compliance Culture in BRI's Working Units;
- 24. Audit Charter:
- 25. BRI's Internal Audit Manual;
- 26. Policy and Procedures on Information System Technology Auditing;
- 27. Auditing Quality Management System;
- 28. The Architecture of Human Resources;
- $29. \ BRI's \ General \ Policy \ on \ Development \ and \ Training;$
- 30. BRI's Reward and Punishment Policies;
- 31. BRI's General Policy on Information System Technology;
- 32. General Policy and Procedures for Information System Technology Security;
- 33. General Policy on Credit and its derivatives;
- 34. BRI's General Policy on the Management of Fixed Assets and Logistics; and
- 35. BRI's policy on the Procurement of Goods and Services.

#### **BRI's Corporate Governance Structure**



#### **Report on Financial Conditions Transparency**

Type of Report	Published	
	Publishing Media	Date
2011 BRI Annual Report	Website, Bapepam-LK, Indonesian Stock Exchange	13 March 2012
	Bank Indonesia, YLKI, Rating Institutions (Fitch, Pefindo, ICRA) Banking Associations (IBI, Asosiasi BPD), Economics and Finance Research Institutions (Danareksa Research Institute, Institute for Development of Economics and Finance-INDEF)Economics and Finance Magazines (Infobank Magazine, Investor Magazines)	18 April 2012
Financial Statement Publication: 2011 (financial position as of 31 December 2011)		28 February 2012
First Quarter of 2012 (Financial Position as of 31 March 2012)	DI Dananam IV Indonesian Stock	27 April 2012
Second Quarter of 2012 (Financial Position as of 30 June 2012)	BI, Bapepam-LK, Indonesian Stock Exchange, BRI Website, Newspaper, Indonesian Stock Exchange Website	29 July 2012
Third Quarter of 2012 (Financial Position as of 30 September 2012)		31 October 2012
Year 2012 (Financial Position as of 31 December 2012)		31 January 2013
GCG Implementation Reports for 2011	Bank Indonesia, YLKI, Rating Institutions (Fitch, Pefindo, ICRA) Banking Associations (IBI, Asosiasi BPD), Economics and Finance Research Institutions (Danareksa Research Institute, Institute for Development of Economics and Finance- INDEF)Economics and Finance Magazines (Infobank Magazine, Investor Magazine)	18 April 2012

#### **Other Important Information**

#### **Share Option**

#### Share option granting policy

BRI has produced an internal policy on the granting of share options based on Bapepam-LK rule No: Kep-44/PM/1998 dated 14 August 1998. The shares are made available in 3 (three) phases within 3 (three) years' time. The phases are as follows:

- 1. The first Phase of MSOP was conducted during Initial Public Offering (IPO) at the price of Rp962.5 and an exercising period of 5 years (10 November 2003 9 November 2008)
- 2. The second phase of MSOP was conducted two years after the IPO at the price of Rp1,750 and an exercising period of 5 years (10 November 2004 9 November 2009)
- 3. The third phase of MSOP was conducted three years after the IPO at a price that was in line with the bourse's regulations and an exercising period of 5 years (10 November 2005 9 November 2010).

Shares owned by the directors (except the President Director) were made available during the directors' tenure as an executive.

#### BRI's share option process disclosure

Names	Employe	e Stock Allocati	on - ESA		Managemei	nt Stock Opti	ion Plan -	MSOP	
				Ту	pe of Shares		Number	of Execu	ted Shares
	Bonus Stocks	Discounted Stocks	Additional Stocks	MSOP 1 Stocks	MSOP 2 Stocks	MSOP 3 Stocks	Phase 1 of Option	Phase 2 of Option	Phase 3 of Option
BOARD OF COMMISSIONERS		'							
Bunasor Sanim	-	-		-	-	-	-	-	-
Mustafa Abubakar	-	-		-	-	-	-	-	-
Vincentius Sonny Loho	-	-		-	-	-	-	-	-
Heru Lelono	-	-		-	-	-	-	-	-
Hermanto Siregar	-	-		-	-	-	-	-	-
Adhyaksa Dault	-	-		-	-	-	-	-	-
Aviliani	-	-		-	-	-	-	-	-
Ahmad Fuad	-	-		-	-	-	-	-	-
INDEPENDENT PARTIES									NIL
BOARD OF DIRECTORS									
Sofyan Basir	-	-		-	-	3,115,500	-	-	3,115,500
Sarwono Sudarto	41,000	54,500	50,000	376,000	320,500	140,000	376,000	320,500	140,000
Sulaiman Arif Arianto	38,000	51,000	50,000	345,000	320,500	140,000	345,000	320,500	140,000
Lenny Sugihat	38,000	51,000	50,000	345,000	320,500	137,000	345,000	320,500	137,000
Asmawi Syam	41,000	54,500	125,000	376,000	320,500	140,000	376,000	320,500	140,000
Suprajarto	28,000	37,500	50,000	229,000	215,000	137,000	229,000	215,000	137,000
A. Toni Soetirto	-	-	-	-	-	-	-	-	-
Djarot Kusumayakti	28,000	37,500	50,000	229,000	215,000	137,000	229,000	215,000	137,000
Achmad Baiquni	-		-	-	-	-	-	-	-
Randi Anto	28,000	37,500	50,000	229,000	215,000	134,000	229,000	215,000	134,000
Gatot Mardiwasisto	-	-	-	-	-	-	-	-	-
	4,177,000	4,244,500	6,780,000	25,367,000	27,124,500	13,305,000			

#### **Buybacks Shares and/or Bonds**

In 2012, BRI did not buy back any shares and/or bonds.

Commodity	Amount bought back	Profit increase per Commodity
Shares	NIL	NIL
Bonds	NIL	NIL

#### **Highest and Lowest Salary Per Month Ratio**

Ratio	2011	2012
Highest and Lowest Employee's Salary	21.00	24.06
Highest and Lowest Directors' Salary	1.11	1.11
Highest and Lowest Commissioners' Honorarium	1.11	1.11
Highest Director's Salary and Highest Employee Salary	2.97	2.56
Highest Director's Salary and Lowest Employee Salary	62.46	61.62

#### 2012 Allocation of funds for Socio-Political Activities

BRI takes into consideration the public interests and the environment surrounding each of its working units which spread throughout Indonesia. As a form of social responsibility, BRI puts aside some of its profits gained to develop local communities and environments.

(In million Rp)

Types of Activity	Amount Allocated
Social Activity	
Environmental Development (BRI Peduli) in the field of:	
Natural Disasters	852
Religious Facilities	8,142
Improvement of Education	37,982
Health Improvement	19,039
Public Facilities	11,861
Environmental Conservation	1,186
Sub Total	79,061
BUMN Peduli	173,948
Total	253,009
Political Activities	Nil

#### **Funds Allocation for Related Parties**

Funds Allocation for Related Parties and Large Exposures

In line with the Central Bank Regulations, BRI must apply prudential principles and risk management in allocating funds especially for Related Parties, and/or in the instance of Large Exposures, and/or for other parties in which conflicts of interests might appear.

Bank BRI has a policy manual and written procedures about Fund Allocation to Related Parties and or Large Exposures, and or Fund Allocation for other parties in which conflicts of interests might appear. When allocating funds for Related Parties, Bank BRI must obtain approval from the Board of Commissioners. It has to consult with the Board of Commissioners regarding decisions to allocate funds amounting up to Rp1 (one) trillion or more and/or a decision that was based on the judgment of BRI's Credit Committee or Board of Directors. This minimum limit of fund applies for single debtors, groups, Inti Plasma (Company-Group Partnership), SOE debtors or the government.

Fund allocation		Amount
rund allocation	Debtor	Outstanding Nominal / Total (in million Rp)
To Related Parties	12	2,225,548
To main debtors:		
a. Individuals	25	54,647,000
b. Groups	-	

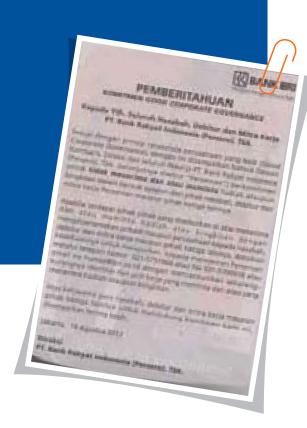
## Determination for Best GCG

#### **External**

- Invitation for partners in implementing the best GCG principles.
- Put up banners/advertisements about best GCG practices.
- Introduce the whistleblowing system to the public/customers/partners.

#### Internal:

- Build internal awareness on Best GCG practices
- Build internal awareness on the whistleblowing system
- Strengthened the supervisory activities
- Integrity implementation



Through the General Meeting of Shareholders, shareholders can use their voting rights and the rights to voice their opinions in the making of important decisions in a fair manner

#### **General Meeting of Shareholders**

A General Meeting of Shareholders is a forum of the company's highest institution which is the shareholders. It is a forum in which important decisions related to the company's business interests are made. It is also the highest institution with special authorities which not given to the Board of Commissioners and Directors. This is in accordance with the company's statutes and the prevailing laws.

Through the General Meeting of Shareholders, shareholders can practice their rights, express their opinions and cast their votes equally in decision making processes. The meeting is also a forum to evaluate the performance of the Board of Commissioners and Directors by rating the performance of the company's operational aspects, which includes economic, social and environmental performances.

In line with the Law on Limited Liability Companies and the Company's Statutes, General Meeting of Shareholders consists of:

### Annual General Meeting of Shareholders (AGMS)

AGMS must be held at the latest 6 (six) months after the end of the accounting year. In the meeting, the Board of Directors report on the following matters:

- 1. Annual Report
- Suggestions on the use of the company's net profit, if available
- Propose public accountant candidates to audit the company's financial statements for the running accounting year based on suggestions from the

- Board of Commissioners, or bestow authority upon the Board of Commissioners to name a Public Accounting Firm.
- Other matters related to the Company's interests, requiring the approval of AGMS without compromising the rules in the company's statutes.

BRI is a State-owned enterprise. Therefore, it adheres to article 23 of Law No. 19/2003 on state-owned enterprises, thus BRI's Board of Directors must provide an annual report to the AGMS within 5 (five) months after the company's annual book closes in order to obtain endorsement.

#### Other General Meeting of Shareholders

Other General Meeting of Shareholders can be held any time according to the company's needs. In line with article 24 of the Company's Statutes, notices and summons must precede Annual General Meeting of Shareholders and other General Meeting of Shareholders held by the Board of Directors.

#### General Meeting of Shareholders (RUPS) procedures

The procedures of conducting a General Meeting of Shareholders are as follows:

- The summoning of General Meeting of Shareholders participants must be done by using a registered letter/newspaper advertisement issued or published at least 14 (fourteen) days before the meeting – the period excluding the day of the summon and the day the meeting is held.
- The company must give notice informing that a General Meeting of Shareholders summon is to be issued 14 (fourteen) days before summoning participants.
- 3. Because BRI is a public company, and in order to ensure all participants receive the same information about the General Meeting of Shareholders plan and execution, the company must inform clearly, and in detail, the meeting's agenda beforehand in line with the Capital Market and Financial Institutions Supervisory Agency (Bapepam –LK)'s Regulation No. IX.I.1 to the Bapepam LK at the latest 7 (seven) days before the notice.
- 4. The company must report the General Meeting of Shareholders results at least 2 (two) days after it was held to the Bapepam-LK and announce them to the public by publishing them in at least 2 (two) Indonesian –language newspapers, with one of them published nation-wide.

5. Each share gives the owner 1 (one) vote, unless declared otherwise in the Statutes

BRI conducted one General Meeting of Shareholders – the annual General Meeting of Shareholders- in 2012. It was held on March 28 2012 on the 21st floor of the BRI Building and was attended by shareholders representing 85,122% or 20.998.988.515 BRI fully paid and issued shares. Therefore, it met the AGMS quorum as stated in the Company's Statutes –making it legitimate, and able to make binding decisions. BRI's 2012 AGMS was held in these phases:

- Sending notice of the plan to hold the 2012 BRI's AGMS to the Bapepam –LK through Company Letter No. R.46-DIR/SKP/02/2012 dated 20 February 2012.
- 2. The notice was published in 2 (two) Indonesianlanguage newspaper: Kompas and Bisnis Indonesia, on 27 February 2012
- The summon was published in 2 (two) Indonesianlanguage newspaper: Kompas and Bisnis Indonesia, on 13 March 2012.

The AGMS produced several important decisions, as follows:

- 1. Approving the 2011 Annual Report and Authorizing the Board of Commissioner's Supervisory Duties Report, as well as the company's 2011 Accounting year Financial Report, which was audited by Purwantono, Suherman & Surja Public Accounting Form, in line with the No. RPC-1874/PSS/2012 report dated 27 February 2012, and granted acquit de charge to the Board of Directors and Board of Commissioners regarding their management and supervising activities during the accounting year, which ended on 31 December 2011, so long as those activities are not of criminal nature and are reflected in the Company's 2011 Annual Report.
- 2. Authorizing the 2011 Accounting Year Annual Report for the company's Partnership Program and Community Development, including its Financial Report, which was audited by Hertanto, Sidik & Partners Public Accountants, in accordance with the No. 004/LAI/HSR.HT Report dated 9 March 2012, and granting acquit et de charge to the Board of Directors and Board of Commissioners regarding their management and supervising of the company's Partnership Program and Community Development in the Accounting Year of 2011, so long as those activities are not of criminal nature and is reflected in the Partnership Program and Community Development Annual Report.

In 2012, BRI held one AGMS, which produced several decisions, including setting the dividend payout at 20% of the 2011 net profit and the changes of The Board of Commissioner

- 3. a. Approving the usage of The company's net profit in the 2011 Accounting Year as follows
  - 20% of the company's net profit, or Rp3,016,587,862,754, is allocated as the 2011 accounting year's dividend and will be paid on 15 May 2012 to shareholders whose names are listed in the Company's list of Shareholders dated 1 May 2012.
  - 1% or Rp150,829,393,138 will be used for Appropriated Reserves to support investment.
  - 4% or Rp603,317,572,551 will be used for the company's Partnership and Environmental Development Program.
  - The remaining 75% or Rp11,312,204,485,329.10 will be added to the existing amount of retained profit.
  - b. Bestow authority upon the holders of Dwiwarna A series shares to determine the percentages of net profit from the 2011 accounting year to be used for the Partnership program and the Community Development.
  - c. Bestow Authority and power upon the Board of Directors to determine the schedule and procedures of dividend sharing in the 2011 Accounting Year, in accordance with the prevailing regulations.
  - d. With approval from the holders of the Dwiwarna A series shares, bestow authority and power to the Board of Commissioners to determine the salaries for the members of the Board of Directors and honorariums for the members of the Board of Commissioners for the year 2012, determine the amount of bonus from profit awarded to the Board of Directors



- and the Board of Commissioners for the 2011 Accounting Year, and determine other benefits for members of the Board of Directors and the Board of Commissioners.
- e. Bestow Authority and power upon the Board of Commissioners to select a Public Accounting Firm to audit the Company's 2012 accounting year Financial Report and one to audit the 2012 Accounting Year Partnership Program and Environmental Development Program Implementation Financial Report as well as determining the honorariums and other prerequisites in line with the prevailing regulations.
- f. Approve the change made in article 24 of the Company's Statutes and bestow authority and power upon the Directors with substitutive rights to take any necessary action in relation to this Agenda's decision in accordance with the prevailing legal regulations and to state it separately a Notary Deed.
- g. The Board of Commissioners
  - Honorably discharges Mr. Agus Suprijanto as a member of the Board of Commissioners at the end of this meeting. We thank him for the thoughts and energy he has spent on carrying out his duty as the Commissioner of PT Bank Rakyat Indonesia (Persero) Tbk.
  - Appoints:

Mustafa Abubakar: Vice President Commissioner

Vincentius Sonny Loho: Commissioner Ahmad Fuad: Independent Commissioner The appointment of Mr. Mustafa Abubakar, Mr Vincentius Sonny Loho and Mr. Ahmad Fuad for the positions above is effective after it gains approval from Bank Indonesia, based on the results of their Fit and Proper Test. The appointment is in accordance with prevailing legal regulations. The tenure of the appointed members of the Board of Commissioners will end on the closing of the fifth AGMS held since their appointment.

#### h. Board of Directors

a. Honorably discharges Mr. Asmawi Syam and Mr. Suprajarto from their positions on the Board of Directors at the end of this meeting. We thank them for the thoughts and energy they spent while carrying out their duties as Directors of PT Bank Rakyat Indonesia (Persero) Tbk. b. Re- Appoints

Asmawi Syam : as Director Suprajarto : as Director

The appointment of the Board of Directors will be in effect at the end of this meeting and their tenure will end on the closing of the fifth AGMS held since their appointment.

c. Therefore, the composition of the Board of Commissioners and Board of Directors after this meeting is closed is as follows:

#### **Board of Commissioners**

President Commissioner / Independent

Commissioner: Bunasor Sanim

Vice President Commissioners\*: Mustafa

Abubakar

Commissioner: Heru Lelono
Commissioner: Hermanto Siregar
Commissioner \*: Vincentius Sonny Loho
Independent Commissioner: Aviliani

Independent Commissioner: Adhyaksa

Dault

Independent Commissioner\*: Ahmad Fuad

President : Sofyan Basir

Director

Director : Sarwono Sudarto
Director : Achmad Baiquni
Director : Sulaiman Arif Arianto
Director : Lenny Sugihat

Director : A. Toni Soetirto
Director : Asmawi Syam
Director : Suprajarto

Director : Djarot Kusumayakti

Director : Randi Anto

Director : Gatot Mardiwasisto

d. Bestows power and authority upon the Company's Board of Directors with substitutive rights to take any necessary action in relations with this Agenda's decision in line with the prevailing legal rules, including to state in a separate Notary Deed and register the composition of the company's Board of Commissioners' and Board of Directors.

<sup>\*</sup>effective after gaining approval from Bank Indonesia based on Fit and Proper Test results and in accordance with prevailing legal regulations Board of Directors

#### Relationship between the Commissioners and the Directors

None of the members of BRI's Board of Commissioners and Directors hold positions as commissioners, directors or executives in other banks/institutions. The members of the Board of Commissioners and/or Board of Directors do not have any first or second-degree family relations with fellow members of the Board of Commissioners and/or Board of Directors. These ensure that BRI Directors always act independently and without any conflicts of interests in carrying out their tasks and responsibilities in an autonomous and critical manner, whether these tasks and responsibilities concern the relationships between the directors or between the directors and the Board of Commissioners. BRI's Board of Directors is spearheaded by a President Director, who is independent of the controlling shareholders.

Members of the Board of Directors do not hold any position as President Director or any other director positions in any State-owned Enterprises, local government-owned enterprises, private companies or any other positions related to the managing of BRI. This also applies for other structural or functionary positions in the central and local government institutions, as well as other positions, in accordance with BRI's statutes' regulations and prevailing legal regulations.

	Financial Relations with				Relations with						
Name	Board of Commission		ard of rectors		trolling eholders		ard of nissioners		ard of ectors		rolling holders
	Yes No	yes Yes	No	Yes	No	Yes	No	Yes	No	Yes	No
Board Commissioners											
Bunasor Sanim	√		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$
Mustafa Abubakar	√		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$
Heru Lelono	√		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$
Hermanto Siregar	$\checkmark$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$
Vincentius Sonny Loho			$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$
Adhyaksa Dault			$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$
Aviliani	$\checkmark$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$
Ahmad Fuad			$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$
Derectors											
Sofyan Basir	√		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$
Sarwono Sudarto	$\checkmark$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$
Randi Anto	$\checkmark$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$
Sulaiman Arif Arianto			$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$
Achmad Baiquni	$\checkmark$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$
A. Toni Soetirto			$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$
Lenny Sugihat	V		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$
Djarot Kusumayakti	V		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		
Asmawi Syam	V		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$
Suprajarto	V		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		
Gatot Mardiwasisto	√				$\sqrt{}$		$\sqrt{}$		$\sqrt{}$		

The companies' organs whose conducting daily operational activities, the Board of Commissioners and Board of Directors' have different duties and responsibilities. The Board of Commissioners' main tasks are to supervise and provide recommendations, while the Board of Directors' main duties are to carry out the General Meeting of Shareholders' decisions, the Board of Commissioners' instructions and run the company's operations. Nevertheless, both parties must continuously maintain their coordination with each other and work together to reach the company's targets and maintain the company's sustainability in the long run.

Therefore, the working relationship between the Board of Commissioners and the Board of Directors is in the form of checks and balances in relation to the performance of their duties and responsibilities in the company's management based on openness and mutual respect. The Board of Commissioners and Board of Directors conduct regular meetings to unify their vision and make important decisions regarding the sustainability of company's business and operations.



The Board of Commissioners and the Board of Directors regularly schedule joint meetings to unify their perspectives and decide on important matters related to the sustainability of company business and operations

The joint meeting of the Board of Commissioners and Board of Directors is held to discuss a variety of agenda involving the company's work plan, operations, business opportunities, and strategic issues which requires the approval of the Board of Commissioners. The meeting is a form of coordination to discuss the Directors' periodic reports and to provide responses, notes and suggestions recorded in the meeting's minutes.

The meeting's decisions are made based on deliberationand-consensus system or using the voting system. They are binding and must be followed up. Should any member of the Board of Commissioners be found to have conflict of interests during a voting process, he or she is not allowed to vote and explanations regarding that matter are recorded in the meeting's minutes. The Board Manual contains the conduct, working manual and the nature of relationship between the Board of Commissioners and the Board of Directors

#### Meeting Frequency and Attendance

BRI has held 21 joint meetings between the Board of Commissioners and the Board of Directors during 2012. The attendance levels are as follows:

No.	Name	Position	Number of BoD and BoC Meetings	Attendance during BoD and BoC Meetings	% Attendance in BoD and BoC Meetings
а	b		d	e	f = e/d
1.	Bunasor Sanim	President/Independent Commissioner	21 18		86%
2.	Mustafa Abubakar *	Vice President Commissioner	6 5		83%
3.	Agus Suprijanto **	Commissioner	8 6		75%
4.	Heru Lelono	Commissioner	ner 21 17		81%
5.	Hermanto Siregar	Commissioner 21 17		81%	
6.	Vincentius Sonny Loho ***	Commissioner 4		3	75%
7.	Aviliani	Independent Commissioner 21 18		86%	
8.	Adhyaksa Dault	Independent Commissioner	ioner 21 17		81%
9.	Ahmad Fuad ****	Independent Commissioner	10	9	90%

<sup>\*</sup> Effective as Vice President Commissioner since 27 July 2012 after gaining approval from Bank Indonesia based on fit and proper test results

<sup>\*\*</sup> Is no longer a BRI Commissioner as of 28 March 2012

<sup>\*\*\*</sup> Effective as a commissioner since 5 September 2012 after gaining approval from Bank Indonesia based on fit and proper test results

<sup>\*\*\*\*</sup> Effective as an Independent Commissioner since 1 June 2012 after gaining approval from Bank Indonesia based on fit and proper test results

#### **Board of Commissioners**

Law No. 40 year 2007 on Limited Liabilities Company (Undang-undang Perseroan Terbatas - UUPT) stipulates that all Company established in accordance with the Indonesian laws must have a Board of Commissioners, whose duties are to supervise the management policies, the management practices in relations to the Company or the company's business, and to provide advice for the Directors. The supervising and providing of advice is done for the Company's interests and in line with the Company's purposes and targets.

The Board of Commissioners supervises and provides recommendations regarding the Company's Budget and Work Plan, which includes risk management. The role of the Board of Commissioners in risk management emphasizes more on the approval process (those proposed by the Directors in the Company's Budget and Work Plan as well as those proposed separately in mid financial year) and evaluate the risk management policies. The job description, authorities and obligations of BRI's commissioners are elaborated below.

### The Board of Commissioners Duties, Authorities and Responsibilities

#### **Duties**

- Supervising the policies and general management of the Bank by the Board of Directors, including management of Subsidiaries, Pension Fund and Pension Fund Financial Institution; and
- Giving advice to the BOD including oversight on the implementation of the corporate plan which comprise of Company Long Term Business Plans, Bank Business Plans, Company's Budget and Work Plans, Partnership and Community Development Program's Budget and Work Plan, and other work plans of the Board of Directors.



The Board of Commissioners has various authorities that the Board of Directors must adhere to, hence it can effectively carry out its supervisory duty of the company's operational management

#### **Authorities**

- Inspecting the Bank's books, correspondences and other documents, verifying the Bank's cash and other securities, as well as the Company's assets;
- Having access to the Company's premises, buildings and offices;
- Requesting clarification from the Board of Directors and/or other management staff on all issues relating to management of the Bank;
- Overseeing every action and decision that have and will be executed by the Board of Directors;
- Requesting the Board of Directors and/or other management staff with the approval of the Board of Directors to attend meeting with the Board of Commissioners;
- Appointing and discharging the Board of Commissioners' Secretary, upon recommendation from Series A Dwiwarna shareholders;
- Discharging member of the Board of Directors temporarily as stipulated in the Bank's Article of Association;
- Establishing Audit Committee, and any other committees if necessary, while considering the Bank's capacity;
- Hiring external expert for a certain period of time and on the company's expense, if necessary;
- 10. Executing management of the Bank in a certain condition, for a certain period of time in accordance with the Bank's Article of Association;
- 11. Attending Board of Directors meetings and providing opinions on issues related to the discussion; and

 Executing other supervisory role as long as it does not contradict the prevailing laws, regulations, Article of Association and/or resolutions of GMS. 11. Undertaking other obligations to execute its supervisory role while adhering to the prevailing laws, regulations, Articles of Association, and/or resolutions of GMS.

#### **Obligations**

- Providing advises to the Board of Directors in the management of the Bank;
- Providing opinions and approvals on the Company's business plans which comprise of Company Long Term Business Plans, Bank Business Plans, Company's Budget and Work Plans, Partnership and Community Development Program's Budget and Work Plan, and other work plans submitted by the Board of Directors;
- Following the progress of the Bank activities, providing opinions and solutions to the GMS on important issues related to the management of the Bank:
- Reporting to the GMS if there is a declining performance of the Bank;
- 5. Proposing to GMS the appointment of Registered Public Accountant to audit the Bank's reports;
- Reviewing and analyzing periodic reports and Annual Report prepared by the Board of Directors and signing the Annual Report;
- Providing clarification, opinion and proposal to the GMS on the subject of Annual Report, if demanded:
- Producing meeting minutes of the Board of Commissioners meetings and filing its copies;
- Reporting to the Bank on their and/or their families share ownership in the Bank or in any other company;
- Providing reports to the GMS on its supervision activities that was done during the past financial year; and

#### The Board of Commissioners' Membership

There are 8 (eight) members of the BRI Board of Commissioners as of 31 December 2012. The number and composition of the Board's members are in accordance with the prevailing regulation, which stated that it should not exceed number of the members of the BRI Board of Directors, which has 11 (eleven) members. There are 4 (four) independent Commissioners or 50 percent of the total number of the Board of Commissioners' members. Therefore, the number of members and composition of BRI's Board of Commissioners complies with the prevailing regulations

All the Board of Commissioners' members have integrity, competency, and excellent financial reputation. Members of the BRI Board of Commissioners do not hold concurrent posts as Commissioner, Director, or Executives in other banks, with the exceptions as stated in Bank Indonesia's regulations about GCG implementation in Commercial Banks.

All of the members of BRI Board of Commissioners were domicile in Indonesia and have gained approval from Bank Indonesia on their fit and proper tests.

Composition of the Board of Commissioners as of 27 March 2012 is as follows

Name	Position
Bunasor Sanim	President Commissioner/Independent Commissioner
Agus Suprijanto*	Commissioner
Heru Lelono	Commissioner
Hermanto Siregar	Commissioner
Adhyaksa Dault	Independent Commissioner
Aviliani	Independent Commissioner

 $^{\star}$  As of 28 March 2012 no longer holds the position of BRI Commissioner

BRI has complied with the regulations on Commissioners' independence, as stipulated in PBI No. 8/14/PBI/2006

The composition of the Board of Commissioners as of 28 March 2012 – 31 December 2012 is as follows:

Name	Position
Bunasor Sanim	President Commissioner/Independent Commissioner
Mustafa Abubakar*	Vice President Commissioner
Vincentius Sonny Loho**	Commissioner
Heru Lelono	Commissioner
Hermanto Siregar	Commissioner
Adhyaksa Dault	Independent Commissioner
Aviliani	Independent Commissioner
Ahmad Fuad***	Independent Commissioner

- \* Effective as of 27 July 2012 as a Vice President Commissioner after gaining approval from Bank Indonesia on his Fit and Proper Test
- \*\* Effective as of 5 September 2012 as a Commissioner after gaining approval from Bank Indonesia on his Fit and Proper Test.
- \*\*\* Effective as of 1 June 2012 as an Independent Commissioner after gaining approval from Bank Indonesia on his Fit and Proper Test.

#### Commissioners' Independence

Bank Indonesia Regulation (PBI) No. 8/4/PBI/2006, as amended by PBI No. 8/14/PBI/2006 on the implementation of Good Corporate Governance for Commercial Banks, stipulates that banks must have Independent Commissioners at least 50 percent of the Board of Commissioners' members. To comply with the regulation and to support GCG implementation, the shareholders through the general shareholders meeting have appointed Independent Commissioners to supervise the Bank and its business groups.

Independent Commissioners are members of the Board of Commissioners which is devoid of any financial, management, share ownership and/or family relations up to the second degree with other members of the Board of Commissioners, the Board of Directors, and/or controlling shareholders, or any other relationships that might influence their capability of acting independently. With the presence of Independent Commissioners will encourage a

more impartial working environment that places fairness and equality above all other interests including the interests of minority shareholders and other stakeholders.

BRI's independent commissioners should not have a conflict of interests and act independently, that might disrupt their ability to carry out tasks independently and in a critical manner, in their relationship with other Commissioners as well as with the Board of Directors

Some of the BRI's Independent Commissioners hold important positions in government institutions outside of SOEs or local government-owned enterprises; however all have fulfilled the basic criteria:

- Do not have any financial or familial ties with the Board of Directors members and BRI's controlling shareholders, or any other relationship that might influence one's capability to act independently.
- 2. The Board of Commissioners' members do not hold any other position as executives or members of other Boards of Commissioners or Boards of Directors of more than 1 (one) nonfinancial institution, State-owned Enterprise, local government-owned enterprise, private enterprise, and other positions stipulated in the Company's Statutes and prevailing laws.
- Have passed the Fit and Proper Test, in accordance with Bank Indonesia's regulation on Fit and Proper Test.

The BRI Board of Commissioners formulates and executes its working program effectively and efficiently by using all of their resources, which are the members of the Board and the Commissioners' Committee



- Nominated by the Shareholders and appointed in the General Shareholder's Meeting.
- 5. Within 5 (five) years before being appointed:
  - a. Has never been declared as bankrupt.
  - b. Has never been a member of a Board of Commissioners or a member of a Board of Directors named as guilty for causing the bankruptcy of a Company.
  - c. Has never been punished for a criminal act that has caused losses in the state finance and/or/SOEs and/or those related to the financial sector.

#### The Board of Commissioners Manual

To perform its duties and responsibilities, the Board of Commissioners always refer to the Articles of Associations, Joints Decision Letters between the Board of Commissioners and the Board of Directors, and the Board of Commissioners' Guidelines.

The Board of Commissioners' Guidelines was formulated as a guide for the Commissioners in discharging its duties and also as implementation of GCG for the Board of Commissioners. The Board of Commissioners' Guidelines contains the duties, authorities, obligations, responsibilities, work distribution, working time, work ethic, meetings, organizational structure and the BOC's implementation of duties with respect to GMS.

#### Work Program and Its Execution

The Board of Commissioners Work Program consist of duties, authorities, and obligation of the Board of Commissioners as mentioned in the prevailing laws and regulations, which to supervise management decisions of the Bank, overall management in the Bank as well as the Bank's subsidiaries.

In carrying out its working program, the Board of Commissioners is assisted by Audit Committee, Risk Management Supervisory Committee, Nomination and Remuneration Committee. The Board of Commissioners Work Program is a consolidation of work programs from three Committees mentioned above.

The Board of Commissioners utilize this work program as guideline in their duties. The work program is expected to be executed effectively by using all resources that the Board of Commissioners have, that is all members of the Board of commissioners including all members of three other committees who are from external commissioners and also the Board of Commissioners Secretariat.

Implementation of BOC's work program throughout 2012 resulted in several approvals, opinions, responses and recommendations from the BOC to the BOD, as follows:

- 1. Approval of the Revision of the 2012 BRI Company Work Plan and Budget.
- 2. Approval of the Revision of the 2012 -2014 Bank Business Plan.
- 3. Approval of BRI Directors' official overseas trips.
- 4. Approval of the write-off of BRI's Jakarta Learning Center building.
- 5. Supervisory Report on BRI's second semester of 2011 Business Plan realization.
- Supervisory Report on BRI's first semester of 2012 Business Plan realization.
- 7. Approval of the Company's 2013 Work Plan and Budget, the Bank's 2013 2015 Bank Business Plan and BRI's 2013-2017 Long Term Plan.
- 8. Approval of founders' written statements regarding amendments in the BRI Pension Fund Regulation.
- Approval of the Board of Director's Decree on BRI's Anti-Fraud Strategy.
- Approval on the proposed appointment of Board of Directors and Board of Commissioners of BRI's subsidiaries.
- 11. Approval of the sixth amendment of BRI's General Credit Policy.
- 12. Approval of fund allocation for BRI's related parties.
- 13. Approval of the Principle License for the appointment of Public Accounting Firms by BRI's Supervisory Committee for Financial Institutions Pension Fund (DPLK).
- 14. Approval of the reorganizing of several Divisions in BRI's Head Office.

- Approval of fund allocation for the Partnership and Environmental Development Program (PKBL).
- 16. Approval of the appointment of a Public Accounting Firm to audit the 2012 PKBL annual report.
- 17. Approval of the 2012 remunerations for BRI's Board of Directors and Board of Commissioners.
- 18. Approval of the BRI's manual for conflict of interest.
- 19. Response to the 2012 annual auditing plan.
- 20. Response to the audit report for the second semester of 2011.
- 21. Response to BRI's inspection results as of 30 September 2011.
- 22. Follow ups on the Recommendations from the Indonesian Supreme Audit Agency's inspection.
- 23. Review of the BRI's PKBL findings for the 2011 accounting year.
- 24. Feedback to the report of the 2011 auditing results
- 25. Feedback to the report on first semester of 2011's auditing results.
- 26. Feedback to the report of the first quarter of 2012's audit results.
- 27. Memorandum on the result of the general audit on BRI's Financial report as of 31 December 2011.
- 28. Opinion, feedback and Recommendations for the loan consultation.
- 29. Recommendations and advises regarding on-site visits of the BRI Board of Commissioners to several of the BRI Working Units.
- 30. Recommendations and advises regarding Followups on the Results of the Meeting between the Board of Commissioners and the Board of Directors and Working Units.
- 31. Recommendations to execute a study regarding the need to increase BRI 's capital.
- 32. Recommendations to increase BRI's fee based income.
- 33. Recommendations on the extension of Working tenure of the Members of the Board of Commissioners Committees.

- Recommendations to increase BRI's Working Units' physical quality.
- 35. Recommendations to review BRI's mission.
- Recommendations to optimize Subsidiaries' Performances.
- Recommendations to accelerate the recruitment process to fullfill employee formation in BRI's working units.
- 38. Recommendations to use Bank Indonesia regulation on Transparency for Commercial Banks' Annual Reports as a reference in the annual reports publication.
- 39. Recommendations for the financial performance improvements.
- 40. Recommendations to develop BRI micro products.
- 41. Results of the supervising of BRI's DPLK's Financial Report for the 2011 Accounting Year.
- 42. Evaluation on BRI's 2011 GCG implementation self-assessment.
- Evaluation on BRI's 2012 GCG implementation selfassessment.
- 44. Evaluation of BRI's Director of Compliance's Report.
- 45. Evaluation of BRI's Risk Profile Report.

#### Meeting, Attendance & Decisions

Pursuant to procedures stipulated in the Article of Association, the meeting of the Board of Commissioners is held at least once in a month or at any time if necessary, and may invite the Board of Directors if required. The Board of Commissioners meeting is legal and authorized to make any binding decisions if more than 50% of its members are present or represented in the meeting.

All decisions of the meetings are made in consensus. If the consensus is not reached, the decision would be based on affirmative votes by more than half of valid voters. All decisions of the meeting are binding to all member of the Board of Commissioners.

In the reporting year of 2012, The Board of Commissioners held 43 meetings with the attendance of each member of the Board of Commissioners as follows:

Name	Position	Number of Meetings	Attendance	%
Bunasor Sanim	President Commissioner/ Independent Commissioner	43	38	88
Mustafa Abubakar*	Vice President Commissioner	15	13	87
Agus Suprijanto**	Commissioner	15	12	80
Heru Lelono	Commissioner	43	35	81
Hermanto Siregar	Commissioner	43	35	81
Vincentius Sonny Loho***	Commissioner	12	10	83
Aviliani	Independent Commissioner	43	38	88
Adhyaksa Dault	Independent Commissioner	43	35	81
Ahmad Fuad****	Independent Commissioner	23	21	91

<sup>\*</sup> Effective as of 27 July 2012 as Vice President Commissioner after approval from Bank Indonesia on his fit and proper test.

The agenda discussed in the Board of Commissioners' Meetings are as follows:

Date	Subject
3 January 2012	Audit Report for the third quarter of 2012
3 January 2012	GCG Self-Assessment
10 January 2012	BRI Syariah 2011 Performance and 2012 Bank Business Plan
17 January 2012	Bank Agroniaga 2011 Performance and 2012 Bank Business Plan.
17 January 2012	The Committee for Nominations and Remunerations' (KNR) 1) 2011 Annual Report, 2) 2012 KNR's work plan and budget, 3) 2012 Board of Directors nominating activity plan, 4) Board of Commissioners' Organ
24 January 2012	Fund Allocation for related party (PT Bank BRI Syariah)
2 February 2012	BRI's December 2011 unaudited Financial Performance
7 February 2012	Preparations for 2012 General Shareholders' Meeting
14 February 2012	1) 2012 PKBL Work Plan and Budget, 2) Preparations for 2012 General Shareholders' Meeting
21 February 2012	Supervisory Report for SMT2 - 2011 Bank Business Plan
21 February 2012	Nominations and Remunerations in related with Annual General Meeting of Shareholders
24 February 2012	2011 BRI's Audit Report
13 March 2012	Changes on Company's Organization Structure
16 March 2012	2011 Audit Report of PKBL
27 March 2012	Discussing the follow-ups for the result of the Supreme Audit Agency's inspection
17 April 2012	Discussion of Remuneration
27 April 2012	Audit Report of Q4-2011
1 May 2012	1) March 2012 Financial Report, 2) Disciplinary Rules
15 May 2012	Attendance of Board of Commissioners in SIPK program
22 May 2012	BRI's Risk Profile for the first Quarter of 2012
5 June 2012	Work Plans and follow-ups in the human resources management sector
12 June 2012	Changes on Company's Organization Structure

<sup>\*\*</sup> As of 28 March 2012 no longer a BRI Commissioner

<sup>\*\*\*</sup> Effective as of 5 September 2012 as a Commissioner after approval from Bank Indonesia on his fit and proper test.

<sup>\*\*\*\*</sup> Effective as of 1 June 2012 as an Independent Commissioner after approval from Bank Indonesia on his fit and proper test.

Date	Subject
18 June 2012	Fund Allocation for Related Parties
19 June 2012	2012-2014 Bank Business Plan (RBB) Revision and 2012 Company's Budget and Work Plan (RKAP)
26 June 2012	1) 2012-2104 RBB and 2012 RKAP Revisions, 2)Reorganizations for the Micro Business Division, 3) GCG Self-Assessment for SMT 1-2012
3 July 2012	Changes on Company's Organization Structure
10 July 2012	Audit Report for Q1-2012
24 July 2012	Preparations of financial publication Q2-2012
31 July 2012	Results of BRI's 2010 and 2011 Strategic Forum
7 August 2012	Bank Business Plan Realization of Q2-2012
4 September 2012	Risk Profile Report for the SMT 2-2012
11 September 2012	1) Filling of CGPI questionnaire 2013, 2) Board of Commissioners' Budget
25 September 2012	1) Anti-Fraud Strategy Implementations, 2) APU/PPT Program implementations, 3) Compliance Risk Profile
9 October 2012	Board of Commissioners' 2013 Work Plan and Budget
11 October 2012	Audit Report for Q2-2012
16 October 2012	Preparation for the CGPI Observation
25 October 2012	Preparations of financial publication Q3-2012
30 October 2012	Preparations for the BoD and BoC meeting about BRI's position amid the Banking Industry's competitiveness, especially in the Micro Segment.
6 November 2012	Preparations for the BoD and BoC meetings about the 2013 - 2017 Long Term Plans, 2013-2015 RBB and 2013 RKAP $$
20 November 2012	2013-2017 Long Term Plans, 2013-2015 RBB, and 2013 RKAP
11 December 2012	Preparations to conduct General Audit for BRI's financial report of 2012
18 December 2012	Knowledge sharing on IT subject
27 December 2012	Audit Report of Q3-2012 and the annual audit plan for 2013

#### **Board of Commissioners' Training Programs**

The training programs are held for the members of the Board of the Commissioners to constantly update to the latest developments of the banking industry and other knowledge related to the implementation of its supervisory duty.

Date	Training	Name of Commissioners	Locations
8 - 11 July 2012	International Conference on "Revolutionizing Internal Audit"	Bunasor Sanim, Aviliani, Hermanto Siregar	Boston
17 - 18 May 2012	Risk Management Certification Refreshment Program "Survival in Crisis: Enhancing Bank Strategy and Performance Implanting BCM and Fraud Prevention Process"	Aviliani	Tokyo
19 - 22 October 2012	Modern Corporate Governance	Ahmad Fuad	Paris
12 - 13 November 2012	BARA LSPP Risk Management Certification Refreshment Program	Bunasor Sanim, Mustafa Abubakar, Hermanto Siregar	Tokyo

#### **Key Performance Indicators**

The Board of Commissioners' Key Performance Indicators are reflected in the Commissioners' Work Plan and Budget's targets. The Key Performance Indicators employed as the references for the Board of Commissioners' performance are as follows:

- Off Site Supervision, encompassing the timeliness of the reviewing of Internal Auditing Result, Financial report, GCG Self-Assessment, Risk Profile Report, and Compliance Report.
- On-site supervision, encompassing the number of meetings field visits, and the number and timeliness for studies conducted by committees under the Board of Commissioners' authority.
- The Company' Performance, which encompasses
   Profitability (Net Profit and ROA), Liquidity, (Third
   Party Funds and LDR) and Credit Portfolio (Credit
   Expansion and NPL).

#### The Board of Commissioners' Assessment

The Board of Commissioners conducted self-assessment of its achievement based on the Key Performance Indicators stated in the RKAP.

#### Commissioner Shareholding

As of 31 December 2012, each member of the Board of Commissioners owns less than 5 percent of the paid-in capital in BRI, other banks, non-bank financial institutions and other companies in the country or overseas. The list of The Board of Commissioners' share ownerships is as follows:

Name	Position	Share Ownership
Bunasor Sanim	President Commissioner/ Independent Commissioner	Nil
Mustafa Abubakar	Vice President Commissioner	Nil
Heru Lelono	Commissioner	Nil
Hermanto Siregar	Commissioner	Nil
Vincentius Sonny Loho	Commissioner	Nil
Adhyaksa Dault	Independent Commissioner	Nil
Aviliani	Independent Commissioner	Nil
Ahmad Fuad	Independent Commissioner	Nil

#### **Board of Directors**

In line with the Articles of Association, the Board of Directors' duty is to manage the Company, manage the Company's assets, and represent the Company inside and outside of court. In carrying out its duty, the Board of Directors must conduct in interest of the company and in accordance with the Company's aims and objectives, based on good faith and full responsibility in accordance with the Articles of Association, the General Shareholders Meeting's resolution and the prevailing regulations.

Position of the members of the Board of Directors, including the President Director, are equals. The duty of the President Director is to coordinate the Board's activities. Any action taken by the members of the Board other than Board meeting decision, is regarded as personal responsibility until that action is approved by the Board Meeting.

BRI's Board of Directors' Duties and Responsibilities are as follows:

### The Board of Directors' Duties and Responsibilities

#### General

- Being responsible for all actions related to the management of the Bank in accordance with the purposes, objectives and business activities; and the management, ownership and the binding with other parties by complying with the Articles of Association, prevailing laws and regulations, as well as General Meeting of Shareholders resolutions;
- Being responsible to ensure that the Bank's management is in accordance with the Bank's objective; to manage the Company according to duties and responsibilities as stipulated in the Article of Association and General Meeting of Shareholders resolutions.

#### Specific:

- 1. Duties and responsibilities in relation with the Board of Commissioners and Shareholders
  - Ensuring the implementation of the GMS resolutions;

- Preparing the corporate plan (RJPP), Bank's business plan (RBB), and annual Company's budget and work plan (RKAP) and other work plans and the changes to obtain approval from the Board of Commissioners;
- c. The Board of Directors is obligated to hold AGMS based on the written request of one or more Shareholders who have valid voting rights and who represent at the very least 1/10 (one tenth) of the number of shares issued;
- d. Administering the list of shareholders and the special list containing the ownership of shares in the hands of the members of the Boards of Commissioners and the Board of Directors and their families both in the Bank and in other companies;
- e. Consulting the granting of loan above a certain amount to the Board of Commissioners with reference to prevailing regulations;
- f. Submitting an annual report after reviewed by the Board of Commissioners within 5 (five) months, at the latest, after the financial year ended to the AGMS for approval.
- Duties and responsibilities in relation with Financial Accounting and Annual Report
  - Maintaining the bookkeeping and administration of the Bank in accordance with generally accepted practices;
  - b. Composing an accounting system that matches the Accounting Standard of Indonesia and the principles of internal control, especially in terms of recording, archiving, monitoring and management;
  - c. Preparing Annual Report, including Financial Statement.
- Duties and responsibilities in relation with Risk Management and Control
  - a. Maintaining the following processes of Risk Management:
    - Ensuring that the Bank has the proper and systematic processes in identifying, measuring, and controlling the risks;
    - Ensuring that proper system and processes have been executed in monitoring and reporting the main risks faced by the Bank;
    - Monitoring and evaluating the existence of good management processes in assessing the adequacy of the risk management

- system and the internal control, financial reporting and the compliance;
- Ensuring the adequacy of an effective control system in order to ensure:
  - The reliability and integrity of information.
  - The compliance with the prevailing policies, plans, procedures, rules and regulations.
  - The maintenance of the assets of the Bank.
  - The economical and efficient use of resources:
  - The achievement of the determined operational objectives and targets.
- Executing annual evaluations for making public statements concerning internal control at the Bank, to ensure that all significant aspects of internal control have been considered for the evaluation year up to the date of the approval of the annual report
- b. Creating clear organizational, duty and responsibility structures, including the appointment of the management.

A short description of the tasks of each members of the Board of Directors is as follows:

#### **President Director**

Main Responsibility:

- Directing the Company's strategy formulation and work plans, including Long Term Plan (Corporate Plan), medium term Plan (Bank Business Plan / RBB), Company's Budget and Work Plan (RKAP) and their amendments as guidelines in achieving the Company's performance targets.
- Directing the company's target developments and achievements.
- Providing a progress report and explanation of the Company's management.
- 4. Directing the internal and external follow-ups of auditing results.
- 5. Coaching the Board of Directors' members in order to expedite the achievement of the company's targets.

### Director for Micro, Small and Medium Enterprises Business:

#### Main Responsibilities:

- Directing the Company's strategy and work plan, which includes the Long Term Plan (Corporate Plan), medium term Plan (Bank Business Plan / RBB), Company Work Plan and Budget (RKAP) and their amendments as guidelines in achieving the Company's performance targets.
- 2. Directing the Company's target developments and achievements in the field of Micro, Small and Medium Businesses.
- 3. Providing progress reports and explanation of the company's management.
- Directing follow-ups of internal and external auditing results related to the Micro, Small and Medium Businesses.
- Carrying out the functions of the Substitute Director to ensure that the execution of the Directors' duties runs smoothly.
- Coordinating and cooperating with fellow members of the Board to expedite the achievement of the company's targets.

#### **Director of Credit Risk Management**

#### Main Responsibilities:

- Directing the Company's strategies and work plans, which include a Long Term Plan (Corporate Plan), medium term Plan (Bank Business Plan /RBB), Company's Budget and Work Plan (RKAP) and their amendments as guidelines in achieving the Company's performance targets.
- Directing the development and achievement of the company's targets in the field of Credit Risk Management.
- 3. Providing progress reports and explanations regarding the Company's management.
- Directing the follow-ups on internal and external auditing results related to the Credit Risk Management.
- Carrying out the functions of the Substitute Director to ensure that the execution of the Directors' duties runs smoothly
- Coordinating and cooperating with fellow members of the Board to expedite the achievement of the company's targets.

#### **Director of Operations**

#### Main Responsibilities:

- Directing the Company's strategies and work plans, which include the Long Term Plan (Corporate Plan), medium term Plan (Bank Business Plan / RBB), Company's Budget and Work Plan (RKAP) and their amendments as guidelines in achieving the Company's performance targets.
- 2. Directing the development and achievement of the company's targets in the field of Operations.
- 3. Providing progress reports and explanations regarding the Company's management.
- 4. Directing the follow-ups on internal and external auditing results related to business operations.
- Carrying out the functions of the Substitute Director to ensure that the execution of the Directors' duties runs smoothly.
- Coordinating and cooperating with fellow members of the Board to expedite the achievement of the company's targets.

#### **Director of Human Resources Management**

#### Main Responsibilities:

- Directing the Company's strategies and work plans, which include the Long Term Plan (Corporate Plan), medium term Plan (Bank Business Plan / RBB), Company's Budget and Work Plan (RKAP) and their amendments as guidelines in achieving the Company's performance targets.
- Directing the development and achievement of the company's targets in the field of Human Resources Management.
- 3. Providing progress reports and explanations regarding the Company's management.
- Directing the follow-ups on internal and external auditing results related to the Human Resource Management.
- 5. Carrying out the functions of the Substitute Director to ensure that the execution of the Directors' duties runs smoothly.
- 6. Coordinating and cooperating with fellow members of the Board to expedite the achievement of the company's targets.

#### **Director of Consumers' Business**

#### Main Responsibilities:

- Directing the Company's strategies and work plans, which include the Long Term Plan (Corporate Plan), medium term Plan (Bank Business Plan / RBB), Company's Budget and Work Plan (RKAP) and their amendments as guidelines in achieving the Company's performance targets.
- Directing the development and achievement of the company's targets in the field of Consumer Business.
- 3. Providing progress reports and explanations regarding the Company's management.
- Directing the follow-ups on internal and external auditing results related to the Consumer Business Sector.
- Carrying out the functions of the Substitute Director to ensure that the execution of the Directors' duties runs smoothly.
- Coordinating and cooperating with fellow members of the Board to expedite the achievement of the company's targets.

#### **Director of Commercial Business**

#### Main Responsibilities:

- Directing the Company's strategies and work plans, which include the Long Term Plan (Corporate Plan), medium term Plan (Bank Business Plan / RBB), Company's Budget and Work Plan (RKAP) and their amendments as guidelines in achieving the Company's performance targets.
- Directing the development and achievement of the company's targets in the field of Commercial Business.
- Providing progress reports and explanations regarding the Company's management.
- 4. Directing the follow-ups on internal and external auditing results related to the Commercial Business.
- 5. Carrying out the functions of the Substitute Director to ensure that the execution of the Directors' duties runs smoothly.
- Coordinating and cooperating with fellow members of the Board to expedite the achievement of the company's targets.

#### **Director of Finance**

#### Main Responsibilities:

- Directing the Company's strategies and work plans, which include the Long Term Plan (Corporate Plan), medium term Plan (Bank Business Plan / RBB), Company's Budget and Work Plan (RKAP) and their amendments as guidelines in achieving the Company's performance targets.
- Directing the development and achievement of the company's targets in the field of Finance.
- Providing progress reports and explanations regarding the Company's management.
- 4. Directing the follow-ups on internal and external auditing results related to the Corporate Finance.
- Carrying out the functions of the Substitute Director to ensure that the execution of the Directors' duties runs smoothly.
- Coordinating and cooperating with fellow members of the Board to expedite the achievement of the company's targets.

#### **Director of Compliance**

#### Main Responsibilities:

- Directing the Company's strategies and work plans, which include theLong Term Plan (Corporate Plan), medium term Plan (Bank Business Plan /RBB), Company's Budget and Work Plan (RKAP) and their amendments as guidelines in achieving the Company's performance targets.
- Directing the development and achievement of the company's targets in the field of Compliance.
- Providing progress reports and explanations regarding the Company's management.
- 4. Directing the follow-ups on internal and external auditing results related to the Regulatory Compliance.
- Carrying out the functions of the Substitute Director
  to ensure that the execution of the Directors' duties
  runs smoothly.
- 6. Coordinating and cooperating with fellow members of the Board to expedite the achievement of the company's targets.

#### **Director of Institutional and SOE Business**

#### Main Responsibilities:

- Directing the Company's strategies and work plans, which include the Long Term Plan (Corporate Plan), medium term Plan (Bank Business Plan / RBB), Company's Budget and Work Plan (RKAP) and their amendments as guidelines in achieving the Company's performance targets.
- 2. Directing the development and achievement of the company's targets in the field of Institutional and State-Owned Businesses.
- 3. Providing progress reports and explanations regarding the Company's management.
- 4. Directing the follow-ups on internal and external auditing results related to the Institutional and State-Owned Businesses.
- 5. Carrying out the functions of the Substitute Director to ensure that the execution of the Directors' duties runs smoothly.
- Coordinating and cooperating with fellow members of the Board to expedite the achievement of the company's targets.

#### **Director of Networks and Services**

#### Main Responsibilities:

- Directing the Company's strategies and work plans, which include the Long Term Plan (Corporate Plan), medium term Plan (Bank Business Plan / RBB), Company's Budget and Work Plan (RKAP) and their amendments as guidelines in achieving the Company's performance targets.
- Directing the development and achievement of the company's targets in the field of Networks and Services.
- 3. Providing progress reports and explanations regarding the Company's management.
- 4. Directing the follow-ups on internal and external auditing results related to the Company's Networks and Services.
- Carrying out the functions of the Substitute Director to ensure that execution of the Directors' duties runs smoothly.
- Coordinating and cooperating with fellow members of the Board to expedite the achievement of the company's targets.

### The Board of Directors' Composition and Independence

There are 11 (eleven) members of the BRI's Board of Directors and the majority of them has more than five (5) years of experience in bank operations as bank executives. All of the Board members are domiciled in Indonesia and have gained approval from Bank Indonesia based on the results of their fit and proper tests.

#### BRI's Board of Directors' Composition as of 31 December 2012

Position	Name
President Director	Sofyan Basir
Director of Operations	Sarwono Sudarto
Director of Finance	Achmad Baiquni
Director of Commercial Business	Sulaiman Arif Arianto
Director of Credit Risk Management	Lenny Sugihat
Director of Consumer Business	A. Toni Soetirto
Director of Institutional and SOE Business	Asmawi Syam
Director of Networks and Services	Suprajarto
Director of Micro, Small and Medium Enterprises Business	Djarot Kusumayakti
Director of Compliance	Randi Anto
Director of Human Resources Management	Gatot Mardiwasisto

#### **Board of Directors' Independence**

Members of the BRI's Board of Directors do not hold any concurrent positions as Commissioners, Directors or Executives in other Banks/Institutions and do not have familial ties, up to the second degree, with fellow members of the board and/or with members of the Board Commissioners. With such independent status, BRI's Board

of Directors is always acting independently, in the sense that they do not have any conflicts of interests that might disrupt their ability to carry out their duties independently and in a critical manner in their relationship with each other or with the Board of Commissioners.

The Board of Directors' members do not hold any concurrent positions as President Directors or other Directors in State-owned enterprises, private enterprises, or any other positions related to BRI's management, including structural and functional positions in the central government institutions, local governments, and other positions, in accordance with BRI's article of associations and prevailing regulations.

Within the period of 5 (five) years before their appointments, members of the BRI Board of Directors:

- 1. Have never been declared as bankrupt.
- 2. Have never been a member of a Board of Directors or Board of Commissioners or a Supervisory Board that was declared as guilty for the bankruptcy of a company.
- 3. Have never been punished for a criminal act that caused loss in the State's finance and/or State-Owned Enterprises and/or that related to the financial sector.

BRI's Board of Directors is led by a President Director who is independent to the controlling shareholders.

#### The Board of Directors' Meetings

The Board of Directors regularly holds internal meetings to discuss matters requiring the Board's consideration and to discuss other strategic plans.

#### **Directors' Attendance Rate in BoD Meetings**

Director	Number of Meetings	Attendance number	Attendance (%)
Sofyan Basir	46	41	89.13
Sarwono Sudarto	46	42	91.30
Lenny Sugihat	46	44	95.65
Djarot Kusumayakti	46	41	89.13
Sulaiman A. Arianto	46	39	84.78
A.Toni Soetirto	46	40	86.96
Achmad Baiquni	46	41	89.13
Randi Anto	46	45	97.83
Suprajarto	46	40	86.96
Asmawi Syam	46	39	84.78
Gatot Mardiwasisto*	42	38	90.48

<sup>\*</sup> Officially held the position of Director on 27 January 2012

#### Recapitulation of the Results of BoD Meetings

Date	Details
3 January 2012	1. BRI's 2011 Financial Performance
	2. Others
10 January 2012	Transfers and promotions for Executive Vice President and Vice President
17 January 2012	1. Micro, Small and Medium Enterprise (MSME) Forum
	2. Deputy Regional Manager Presentations
	<ol><li>Proposed cooperation between BRI and KEMENPERA (The Ministry of Housing) in channeling the subsidized mortgage</li></ol>
24 January 2012	1. ALCO
	<ol><li>Part 2 on the discussion on the Proposed cooperation between BRI and KEMENPERA (The Ministry of Housing) in channeling the subsidized mortgage</li></ol>
31 January 2012	2012 Corporate Actions
7 February 2012	1. Corporate Action Plans
	2. Settling of Operational Cases
	3. Preparations for the 2012 AGMS
	4. Job distribution for BRI Directors
14 February 2012	AGMS Preparations     BRI's 2011 Financial Performance
20 February 2012	BRI's Micro, Small and Medium Enterprise (MSME) Forum
21 February 2012	1. Proposed of Priority Service Center opening
	2. Preparations for AGMS
	3. NPL management
29 February 2012	ALCO
6 March 2012	BRI's Human Resources Management
20 March 2012	Evaluation of the Performance of regional offices across Indonesia with regard to MSME Business     Development
07.14	2. Mapping of MSME Business potentials and trickle down effects of Corporate and SOEs Businesses.
27 March 2012	1. ALCO
	Life Insurance for Mortgage     Corporate Action Plan
3 April 2012	Human Resources Management
10 April 2012	1. Decree on Disciplinary Rules
17 April 2012	1. Formation for Vice Presidents
	2. Transfers promotions of Executive Vice Presidents and Vice Presidents
24 April 2012	1. ALCO
1 1 1 2012	2. Transfers/Promotions for BRI's Executive Vice President and Vice President
1 May 2012	Regional office performance evaluation
8 May 2012	1. BRI's assets
	Human Resources Management     Writing-off of internal receivables
	4. Others
15 May 2012	1. Human Resources Management
10 11.03 2012	2. BRI's Business Development
	3. Appreciation towards SOEs
22 May 2012	Discussion on Financial Services Authority (OJK)
29 May 2012	ALCO
	2012 Budget and Working Plan Revision
5 June 2012	BRI's MSME Forum
12 June 2012	1. Preparations for the International Microfinance Committee
	2. Plan on working unit expansion
	3. Business Development
	4. IT Investment Plan
10 1 2010	5. Human Resources Management
19 June 2012	Plan on working unit expansion     Thyeothers
	2. IT Investment Plans

#### Recapitulation of the Results of BoD Meetings

Date	Details		
	3. BRI's assets		
26 June 2012	ALCO  1. Report of IT investment plans  2. Determining span of control based on traveling distance  3. Organizational Structure Changes in Branch Offices  4. Recruitment of RA Audit  5. Others		
3 July 2012	Micro Businesses Discussion     Human Resources in Micro Businesses		
10 July 2012	1. Report of Plan on Working Units expansion		
17 July 2012	MSME Business Forum		
24 July 2012	ALCO     Preparation for Government Limited Cabinet Meeting at BRI Head Office		
31 July 2012	<ol> <li>Premiums and Insurance Claims Discussion</li> <li>Operational Issues</li> <li>Progress Report of the preparations for Government Limited Cabinet Meeting in BRI</li> </ol>		
7 August 2012	3 Best and 5 Worst Branch Offices		
28 August 2012	ALCO and Board of Directors Meeting		
4 September 2012	1. Subsidiaries Strategic Plan 2. SIPK Schedule 3. BRI's August 2012 Financial Performance 4. IT Investment Plans 5. 2012 Branch Offices Performance Assessment		
18 September 2012	ALCO		
25 September 2012	ALCO		
2 October 2012	2012 Performance Assessment for Branch Offices     Performance Assessment for Deputy Regional Manager and Branch Manager     BRI's September 2012 Financial Performance     Promotion for Consumer Business Directorate on 117 <sup>th</sup> Birthday of BRI     Human Resources Issues		
9 October 2012	2013 Budget and Work plan     Human Resources Issues     2012 International Microfinance Conference		
16 October 2012	MSME Forum		
30 October 2012	ALCO     2. 2013 Company Budget and Work Plan		
13 November 2012	BRI's Corporate Action Plan		
20 November 2012	MSME Forum		
27 November 2012	ALCO		
4 December 2012	BRI's 2012 Financial Performance		
11 December 2012	Tax issue		
18 December 2012	1. ALCO 2. MSME Forum 3. Tax issue		

#### The Board of Directors' Execution of Tasks and Responsibilities

In line with the Articles of Association, the Board of Directors' duty is to manage the Company, manage the Company's assets, and represent the Company inside and outside of court. In carrying out its duty, the Board of Directors must conduct in interest of the company and in accordance with the Company's aims and objectives, based on good faith and full responsibility in accordance with the Articles of Association, the General Shareholders Meeting's resolution and the prevailing regulations.

Position of the members of the Board of Directors, including the President Director, are equals. The duty of the President Director is to coordinate the Board's activities. Any action taken by the members of the Board other than Board meeting decision, is regarded as personal responsibility until that action is approved by the Board Meeting.

BRI's Board of Directors' Duties and Responsibilities are as follows:

### The Board of Directors' Duties and Responsibilities

#### General

- Being responsible for all actions related to the management of the Bank in accordance with the purposes, objectives and business activities; and the management, ownership and the binding with other parties by complying with the Articles of Association, prevailing laws and regulations, as well as General Meeting of Shareholders resolutions;
- Being responsible to ensure that the Bank's management is in accordance with the Bank's objective; to manage the Company according to duties and responsibilities as stipulated in the Article of Association and General Meeting of Shareholders resolutions.

#### Specific:

- 1. Duties and responsibilities in relation with the Board of Commissioners and Shareholders
  - Ensuring the implementation of the GMS resolutions;
  - Preparing the corporate plan (RJPP), Bank's business plan (RBB), and annual Company's budget and work plan (RKAP) and other work plans and the changes to obtain approval from the Board of Commissioners;
  - c. The Board of Directors is obligated to hold AGMS based on the written request of one or more Shareholders who have valid voting rights and who represent at the very least 1/10 (one tenth) of the number of shares issued;
  - d. Administering the list of shareholders and the special list containing the ownership of shares in the hands of the members of the Boards of Commissioners and the Board of Directors and their families both in the Bank and in other companies;

- e. Consulting the granting of loan above a certain amount to the Board of Commissioners with reference to prevailing regulations;
- f. Submitting an annual report after reviewed by the Board of Commissioners within 5 (five) months, at the latest, after the financial year ended to the AGMS for approval.
- Duties and responsibilities in relation with Financial Accounting and Annual Report
  - Maintaining the bookkeeping and administration of the Bank in accordance with generally accepted practices;
  - b. Composing an accounting system that matches the Accounting Standard of Indonesia and the principles of internal control, especially in terms of recording, archiving, monitoring and management;
  - c. Preparing Annual Report, including Financial Statement.
- Duties and responsibilities in relation with Risk Management and Control
  - a. Maintaining the following processes of Risk Management:
    - Ensuring that the Bank has the proper and systematic processes in identifying, measuring, and controlling the risks;
    - Ensuring that proper system and processes have been executed in monitoring and reporting the main risks faced by the Bank;
    - Monitoring and evaluating the existence of good management processes in assessing the adequacy of the risk management system and the internal control, financial reporting and the compliance;
    - Ensuring the adequacy of an effective control system in order to ensure:
      - The reliability and integrity of information.
      - The compliance with the prevailing policies, plans, procedures, rules and regulations.
      - The maintenance of the assets of the Bank
      - The economical and efficient use of resources:
      - The achievement of the determined operational objectives and targets.
    - Executing annual evaluations for making public statements concerning internal

control at the Bank, to ensure that all significant aspects of internal control have been considered for the evaluation year up to the date of the approval of the annual report

b. Creating clear organizational, duty and responsibility structures, including the appointment of the management.

#### **Board of Directors' Training Program**

The Training Program for members of the Board of Directors is held to ensure that the members can constantly update themselves on information related to the Company's business activities, latest developments, as well as other knowledge related to the Board of Directors' executions of duties.

BRI takes into account several parameters in carrying out its Training Program:

- 1. The Training Program is held to improve the Board of Directors' work function and effectiveness;
- 2. The costs for the Training Program are included in the Board of Directors' Work Plan and Budget;
- 3. All Board members participating in the Training Program –including and not limited to seminars, trainings and workshops are expected to share the gained information and knowledge to other Board Members, who did not participate in the Program;
- 4. The materials of the Training Program must be well-documented by the Company's Secretary and must always be available anytime it is needed.

#### Below is the 2012 BRI Board of Directors' Training Recapitulation list:

Date	Name of Training	Name of Participant	City
15 May 2012	Understanding SOE's Position According to the State Finance Laws and Corruption Eradication Laws	Lenny Sugihat	Jakarta
9 July 2012	Risk Management Certification Refreshment Program Seminar	Sofyan Basir, Randi Anto, A. Toni Soetirto & Sulaiman Arif Arianto	Frankfurt, Germany
3 October 2012	Improving Compliance Competency	Randi Anto	Jakarta
18 October 2012	40 <sup>th</sup> EFMA Congress Multichannel Coordination and Integration	Suprajarto	Barcelona, Spain
29 October 2012	International Seminar On Housing Finance Management 2012	Gatot Mardiwasisto	Denpasar
1 November 2012	Risk Management Certification Refreshment Program- Bara-LSPP Financial Crime Asia 2012	Lenny Sugihat	Denpasar
23 November 2012	Risk Management Certification Refreshment Program- Banking Industry Readiness on the ASEAN Community's Economy	Sarwono Sudarto, Lenny Sugihat	Jakarta
13 December 2012	2013-2015 Directions and Strategies for National Banking Strategy	Randi Anto	Jakarta

#### The Board of Directors' Key Performance Indicators

- 1. The availability of the Bank's Long Term Plan (Corporate Plan)
- 2. The availability of the Bank's Medium term plan (RBB/ Bank Business Plan)
- 3. The availability of the Company's Budget and Work Plan (RKAP)
- 4. The Company's Performance is achieved in line with the Bank's soundness, which encompasses risk profile, Good Corporate Governance (GCG), Provitability and Capitalization
- 5. The availability of the Company's management report and documents
- 6. The availability of explanations regarding the Company's management practice
- 7. Follow-ups of audit findings
- 8. The execution of the Substitute Directors' duties
- 9. The achievement of the Company's targets.

#### **Board of Directors' Assessment**

The Board of Commissioners, General Meeting of Shareholders and Bank Indonesia, conduct assessments of the Board of Directors' performance. The Assessment is a collegial work result from all the members of the Board, reflected annually as a unity in the implementation of the Company's Budget and Work Plan. The Assessment is conducted towards the Bank's soundness, which encompasses, risk profile, GCG, Bank's Earning Power and Capitalization.

#### **Board of Directors' Share Ownership**

As of 31 December 2012, share ownerships of each members of the board did not reach 5% of BRI's paid-in capital, other Banks, Non-Bank Financial Institutions and other Companies in Indonesia and overseas. The Board of Directors share ownership list is as follows:

Name	Position	Share Ownership
Sofyan Basir	President Director	Nil
Sarwono Sudarto	Director	Less than 5%
Randi Anto	Director	Less than 5%
Sulaiman Arif Arianto	Director	Less than 5%
Achmad Baiquni	Director	Nil
Toni Soetirto	Director	Nil
Lenny Sugihat	Director	Less than 5%
Djarot Kusumayakti	Director	Nil
Asmawi Syam	Director	Nil
Suprajarto	Director	Nil
Gatot Mardiwasisto	Director	Less than 5%

Each member of the Board of Directors has stated their share ownership in their Statement Letter.

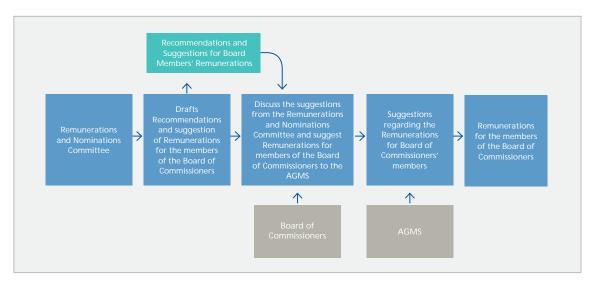
## Procedures to establish the Board of Commissioners' Remunerations and Remunerations' Structure

#### Procedures to Establish the Board of Commissioners' Remunerations

One of AGMS resolution is the amount of Salaries, Honorariums and Tantiems for Board of Commissioners and Board of Directors. The Board of Commissioners submits suggestions regarding the decision of the Board of Commissioners and Board of Directors' Salaries, Honorariums and Tantiems based on recommendations from the Nomination and remuneration committee, while taking into consideration the Company's performance, business size and results of the survey on the Banking industry's remunerations.

The 2012 AGSM resolutions have bestowed authority and power to the Board of Commissioners to decide the 2012 Salaries and Honorariums as well as 2011 Tantiem for BRI's Board of Directors and Board of Commissioners, with the approval from the Seri A Dwiwarna shareholders preceding the decision. The authority and power have allowed the Board of Commissioners to determine Salaries, Honorariums and Tantiems after gaining approval from the Seri A Dwiwarna shareholders on April 25, 2012.

Below is a short description of the procedures for the establishment of the BRI Commissioners' Remunerations:



# **Remunerations Structure for the Board of Commissioners**

The process of establishing the remunerations for the Board of Commissioners refers to regulations stipulated in The Ministry of State-Owned Enterprises Regulation No. PER-07/MBU/2010 on the Guidelines for Establishing the Income of State-Owned Enterprises' Boards of Directors, Boards of Commissioners and Supervisory Boards.

In line with the Ministerial Regulation, the salary for the Board of Commissioners is established by the General Meeting Shareholders (GMS). Components in the Board of Commissioners' income are Honorariums, Bonuses, Facilities and Tantiem

# Procedures in Establishing the Board of Directors' Remunerations

The Procedures to establish BRI's Board of Directors Remunerations are basically carried out through these steps:

- 1. The Nomination and remuneration committee evaluates the prevailing remunerations policies that apply for the Board of Directors
- 2. The Nomination and remuneration committee gives recommendations regarding the remunerations policies for the Board of Directors to the Board of Commissioners and give recommendations (if available) about the provision of options, including stock options, to the Board of Directors.
- 3. The Board of Commissioners submits recommendations for remunerations in the form of honorarium and tantiem for the AGMS to approve.
- 4. The Nomination and remuneration committee, after consulting with the Seri A Dwiwarna shareholders, submits suggestions regarding facilities related to remunerations, which are official vehicles, health insurance, phone credit, club membership and support for members of the Board of Commissioners who have completed their tenure in order to obtain the Board of Commissioners' approval.

Remunerations establishment for the Board of Directors refer to rules stipulated in Ministry of SOE Regulation no. PER-07/MBU/2010 on the Manual to Establish the Income of State-Owned Enterprises' Boards of Directors, Boards of Commissioners and Supervisory Boards.

Based on that Ministerial Regulation, the principles to establish the Board of Directors' income are established by the General Meeting of Shareholders. Components in the Board of Directors income are:

- The Directors' salary proportions is 90% of the President Director's.
- 2. Directors' Bonus
  - a. Members of the Board of Directors are given Religious Holiday's bonus. The amount for this bonus is a maximum of twice the salary they receive, taking into consideration the company's capabilities.
  - b. Members of the Board of Directors are given one yearly leave bonus with the maximum amount being equal to their salary. The bonus will be given regardless of the member choosing not to take the leave or not granted the leave permit due to the Company's interest.
  - c. Members of the Board of Directors are given long service leave bonus, of which the maximum amount is twice their salaries. The long service leave bonus is given regardless of the member choosing not to take the leave or not being granted the leave permit due to the Company's interest.
  - d. The long service leave bonus is given after the member of the board works for a period of 3 (three) consecutive years in one position.
  - e. Members of the Board of Directors are given communications allowance at cost.
  - f. Members of the Board receive post-tenure allowance at the end of their tenures. The support is given in the form of memberships in an insurance program or pension saving. The Company pays for the Premium or yearly dues within the maximum amount of 25% of the Board member's annual salary.
  - g. Members of the Board are given monthly official housing compensation at the amount of 30% of their monthly salary.

- Members of the Board are given utility costs allowance of the amount of 30% of the housing allowance.
- 3. Board of Directors' Facilities
  - a. The Company provides facilities in the form of 1 (one) official vehicle and its maintenance and operational costs for each member of the Board. Decisions regarding types and amounts are made by taking into account properness and the Company's financial capabilities.
  - The Company provides health facilities for each member of the Board, in accordance with company regulations.
  - c. The Company provides legal aid facility for each member of the Board should any actions for and under their position, regarding the Company's purpose, aim and activities, occur.
  - d. The Company provides a maximum of 2 (two) Club Membership/Corporate Members facilities to members of the Board, taking into account the Company's financial capabilities. The Club Membership facilities given are only in the form of enrollment fee and yearly fee.
- 4. Tantiem / Performance Incentives

The process to establish tantiems/performance incentives for the Board of Directors as stipulated in the Ministerial Regulations include:

- a. Tantiems are granted to members of the Board of Directors should the SOE gain profit in the relevant accounting year.
- b. Tantiems are given to the members of the Board of Directors if the achievement of the Key Performance Indicators is more than 70% and the Soundness exceeds 70.
- c. The maximum achievement of key performance indicators taken into account in the tantiems is 150%.
- d. The composition for tantiem is as follows:
  - President Director 100%
  - Members of the Board of director is 90% of the President Director's tantiem
- e. BRI can provide tantiems if it experiences an increase in performance, even though it still experiences losses during the relevant accounting year or accumulated losses from the previous accounting year.

#### Remunerations of the Board of Commissioners and Board of Directors

Remunerations Packages/Policies and other Facilities for the Board of Commissioners and Board of Directors

Types of Remunerations and other	Amount Received in a year (2012)						
Facilities Pacilities Pacilities	Board o	Board of Commissioners		Board of Directors		Independent Parties <sup>2</sup>	
	Person	Million (Rp)	Person	Million (Rp)	Person	Million (Rp)	
REMUNERATIONS		36,625		109,260	-		
- Salary 1	9	7,348	11	21,960	-		
- Bonus	-	-	-	-	-		
- Annual Bonus and Allowances 3	7	1,910	10	6,719	-		
- Tantiem 4	11	27,367	12	80,581	-		
FACILITIES IN NATURA FORM		4,248		16,841			
- Housing	-	-	8	3,840	-		
- Transport 5	9	2,231	11	7,511	-		
- Bonus	8	2,017	11	5,490	-		
Amount of Remunerations per person in 1 Year		of members of the f Commissioners		of members of the d of Directors	Number	of Independent Parties	
Above Rp2 billion	7	34,766	11	126,101	-		
Above Rp1 billion up to Rp2 billion	4	6,107	-	-	-		
Above Rp500 million and up to Rp1 billion	-	-	-	-	-		
Below Rp500 million	-	-	-	-	-		

- 1. Including honorariums of Board of Commissioners' members whose tenure ended on the AGMS 28 April 2012
- 2. Independent Parties are those outside the Bank that have no relationships in the financial sense, organizational sense, share ownership sense or familial sense with the Board of Commissioners, Board of Directors and or Controlling Shareholders or any other relationships that might influence their ability to act independently
- 3. Includes THR (Religious holidays bonus), leave, health and cellular phones
- 4. Including Board of Directors' members whose tenure ended and whose appointment was on the AGMS held on 28 April 2011 and Extraordinary General Shareholders Meeting on 28 September 2011 as well as Board of Commissioners' members, whose tenure ended on 28 April 2011 and resigned during the Extraordinary General Shareholder Meeting on 28 September 2011.
- 5. Including Board of Commissioners' Members whose tenure ended on the AGM on 28 March 2012.

# **Committees**

# The Board of Commissioners' Committees

### **Auditing Committee**

The formation of BRI's Auditing Committee is based on the Capital Market and Financial Institutions Supervisory Agency Injunction No. KEP-643/BL/2012 Dated 7 December 2012 on the Establishment of and the Working Manual for the Auditing Committee; the State-Owned Enterprises Minister's decision PER-01/MBU/2011, dated 1 August 2011 on the implementation of Good Corporate Governance, The Central Bank's (BI) Regulation No. 8/4/PBI/2006 as amended with PBI No. 8/14/PBI/2006 on Good Corporate Governance Practice for Commercial Banks; 2003 Law No. 19 dated 19 June 2003 on SOEs, and the Committee Audit Charter.

The purpose of the Audit Committee is helping the Board of Commissioners to carry out its supervisory duties and functions, and giving advice to the Board of Directors about matters related to financial information, internal control systems, the effectiveness of external and internal auditor inspections, the effectiveness of risk management practice, and compliance with prevailing legal regulations.

#### Structure and Membership

BRI's Auditing Committee is composed of one Chairman, who is an Independent Commissioner, one member, who is also an Independent Commissioner, one member, who is a Commissioner, and three non-Commissioner members, who are experts in the field of finance, accounting, law and banking. This composition is in line with the Capital Market and Financial Institutions Supervisory Agency Injunction No. Kep-29/PM/2004 and the BI regulation mentioned above.

# Membership Composition 1 January 2012 – 28 June 2012

Name	Position	Profession
Bunasor Sanim	Chairman	President Commissioner/ Independent Commissioner
Adhyaksa Dault	Member	Independent Commissioner
Hermanto Siregar	Member	Commissioner
H.C. Royke Singgih	Member	Non-Commissioner
Dedi Budiman Hakim	Member	Non-Commissioner
Syahrir Nasution	Member	Non-Commissioner

# Membership Composition 29 June 2012 – 31 December 2012

Name	Position	Profession
Bunasor Sanim	Chairman	President/Independent Commissioner
Adhyaksa Dault	Member	Independent Commissioner
Ahmad Fuad*	Member	Independent Commissioner
Vincentius Sonny Loho**	Member	Commissioner
Hermanto Siregar	Member	Commissioner
H.C. Royke Singgih	Member	Non-Commissioner
Dedi Budiman Hakim	Member	Non-Commissioner
Syahrir Nasution	Member	Non-Commissioner

<sup>\*</sup>Effective as of 1 June 2012 as an Independent Commissioner after gaining approval from Bank Indonesia based on the result of his fit and proper tests.

#### The Audit Committee's Independence

To maintain its independency in giving opinions, recommendations and suggestions to the Board of Commissioners and carrying out its task, the Audit Committee members are free from any affiliations with the Director, other Commissioners, and BRI's controlling shareholders. Therefore, the Audit Committee members are not shareholders, Commissioners, Directors or Staff Members of any companies having affiliations or business relations with BRI. Members of the Audit committee do not have any authority to design, lead or control BRI prior to them holding the positions and they are not former directors or staff members of a Public Accountant firm that audit BRI's bookkeeping.

BRI's Audit Committee members are equipped with financial and/or accounting backgrounds to guarantee the quality of its performance of duties and suggestions. Thus, all prerequisites regarding the Audit Committee's independency are in line with the regulations and GCG practices have been fulfilled.

#### Tasks and Responsibilities

Based on the Audit Committee's Manual and Work Regulations dated 03 August 2011, the Audit Committee is a committee established by the Board of Commissioner to support the effectiveness of the board's performance of duties and responsibilities, especially those related to supervisory functions, in order to increase the public confidence in the management of the company.

In 2012, the Audit Committee has carried out its function, tasks and responsibilities in line with the Committee Audit Charter. The Committee, through the Board of Commissioners, has requested that several of the management's subordinates attend meetings and provide information, especially those related to the Company's internal control and risk management.

<sup>\*\*</sup>Effective as of 5 September 2012 as a Commissioner after gaining approval from Bank Indonesia based on the result of his fit and proper tests.

### The Audit Committee's Meetings and Meeting Attendance

The meetings are held with Internal Audit, Accounting and Financial Management Division, Program and Partnership Business Division, Public Accountant PSS- Ernst and Young.

The Auditing Committee held 11 meetings in 2012 with the attendance rate of each of the Auditing Committees as follows:

Name	Number of Meetings	Attendance	Attendance (%)
Bunasor Sanim	11	9	82
Adhyaksa Dault	11	8	73
Ahmad Fuad*	6	5	83
Vincentius Sonny Loho**	4	3	75
Hermanto Siregar	11	9	82
H.C. Royke Singgih	11	11	100
Dedi Budiman Hakim	11	10	91
Syahrir Nasution	11	10	91

<sup>\*</sup>Effective as of 1 June 2012 as an Independent Commissioner after gaining approval from Bank Indonesia based on the result of his fit and proper tests.

# Meeting Agenda

The Meetings and activities held by the Auditing Committee in 2012 are as follows:

Parties /Working Units	Date	Subject Matter
KAP Ernst & Young	24 February 2012	Auditing of BRI's financial statement as of 31 December 2011
Litist & Tourig	11 December 2012	Preparations for the General Audit of BRI's Financial statements for the 2012 accounting year
Internal Audit	3 January 2012	Report of the third quarter of 2011 auditing results
	27 March 2012	the follow-up discussion of the Supreme Auditing Agency's examination result.
	27 April 2012	Report of the fourth quarter of 2011's auditing results
	10 July 2012	Report of the first quarter of 2012's auditing results
	11 October 2012	Report of the second quarter of 2012's auditing results
	27 December 2012	Report of the third quarter of 2012's auditing results and the 2013 annual audit plan
The Accounting and Financial Management Division	24 July 2012	Preparations for BRI's financial statements publication as ofr June 2012
	25 October 2012	Preparations for BRI's financial statements publication as of September 2012
KAP Hertanto, Sidik & Rekan	16 March 2012	Auditing of PKBL Financial statements as of 31 December 2011

<sup>\*\*</sup>Effective as of 5 September 2012 as a Commissioner after gaining approval from Bank Indonesia based on the result of his fit and proper tests.

#### The Audit Committee's Task Execution and Activities

The Audit Committee has executed its working program in 2012 as follows:

- 1. Internal Activity
  - Supervised and evaluated the planning and execution of auditing activity by BRI's internal Auditors throughout 2012.
  - Formulated the 2012 Audit Committee's plan and work programs, which are elaborations of the Audit Committee's Manual and Regulations.
  - c. With other components of the Board of Commissioners, formulated the 2012 Board of Commissioners Work Plan and Program.
  - d. Held regular meetings with Internal Auditors (AIN) to discuss internal control system, audit findings, especially those seen as containing risks that might influence the Company's business sustainability.
  - e. Hold meetings with the Accounting and Financial Management Division (AMK) and related Divisions to discuss the progress of the Company's financial performance and other financial information.
  - f. Conduct evaluations and present written reports to the Board of Commissioners regarding each meeting and each task assigned to the Audit Committee.
  - g. Held meetings with Public Accounting Firms about the annual auditing of the Company's Financial Statements.
  - h. Supervise the follow-ups of internal and external auditing, in order to rate the adequacy of internal control, including the adequacy of the financial reporting process.
  - Conduct review and give suggestions to gain the Board of Commissioners' approval for the Bank's Business Plans (RBB) and the Company's Budget and Work Plan (RKAP).

- j. Carry out a review of the Company's monthly performance development and provide suggestions and opinions to the Board of Commissioners to be use as materials for the Board of Commissioners' Meeting with the Board of Directors.
- k. Conduct on-site visits to BRI's working Units

#### 2. External activities

- Discussions with External Auditors, before and after the audit of the Company's financial statements.
- b. Discussions with related parties regarding internal control system improvement.

#### The Nomination and remuneration committee (KNR)

The establishment of BRI's Nomination and remuneration committee is based on the State Minister of State Owned Enterprise Regulation No. PER-01/MBU/2011 dated 1 August 2011 on the implementation of Good Corporate Governance, Bank Indonesia's Regulation No. 8/4/PBI/2006 as amended by Bank Indonesia's Regulation No. 8/14/PBI/2006 on Good Corporate Governance Implementation for Commercial Banks. In BRI, there is no separation between the Nominations Committee and the Remunerations Committee,

#### Structure and Membership

BRI's Nomination and remuneration committee is composed of a Chairman (Independent Commissioner), an Independent Commissioner, a Commissioner and an executive officer, who is the Head of the Human Resources Policy and Development Division and two non-Commissioner members who have sufficient knowledge about the remunerations and/or nominations system and the bank's succession plan. This is in accordance with the Bank Indonesia regulation mentioned above.

### The Membership of Nomination and Remuneration Committee from 1 January 2012 - 28 June 2012

Name	Position	Profession
Adhyaksa Dault	Chairman	Independent Commissioner
Aviliani	Member	Independent Commissioner
Heru Lelono	Member	Commissioner
Executive Officials Head of the Human Resources Policy and Development Division	Member	Non Commissioner/ex-officio
Kanyatama P. Mulyono	Member	Non Commissioner
Asep Ikhsan Iskandar	Member	Non Commissioner

#### Membership Composition 29 June 2012 - 31 December 2012

Name	Position	Profession
Adhyaksa Dault	Chairman	Independent Commissioner
Aviliani	Member	Independent Commissioner
Mustafa Abubakar*	Member	Vice President Commissioner
Heru Lelono	Member	Commissioner
Hermanto Siregar	Member	Commissioner
Executive Officials Head of the Human Resources Policy and Development	Member	
Division		Non Commissioner/ex-officio
Kanyatama P. Mulyono	Member	Non Commissioner
Asep Ikhsan Iskandar	Member	Non Commissioner

<sup>\*</sup>Effective as of 27 July 2012 as Vice President Commissioner after gaining approval from Bank Indonesia based on fit and proper test result.

#### The Independency of The Nomination and remuneration committee

Several members of The Nomination and Remuneration Committee have educational backgrounds in economics and finance, while other members have educational backgrounds in the field of human resources, these in order to ensure the quality of their duties. Ensuring the Committee's independency, in carrying out its duties and providing opinions, suggestions and recommendations to the Board of Commissioners, members of the Committee are not affiliated with Board of Directors, Board of Commissioners and BRI's controlling shareholders. Also, they are not the shareholders, Commissioners, Directors or staff members of companies that are affiliated with or have business relations with BRI.

#### The Nomination and Remuneration Committee's Duties and Responsibilities

Based on the Guidelines and Work Procedure of the Nomination and Remuneration Committee dated 3 August 2011, the Committee is established by the Board of Commissioners to support the effectiveness of the Board of Commissioners' duties and responsibilities, particularly those related to nominations and remunerations policies.

#### Nomination Function

- Analyze, formulate and provide recommendations to the Board of Commissioners regarding the system and procedures to nominate and/or replace the Board of Commissioners and Board of Directors.
- Provide recommendations for candidates of the Board of Commissioners and/or Board of Directors to the Board of Commissioner.
- 3. Monitor and analyze the criteria and selection procedures for Executive's candidates with position one level below the Board of Directors.
- 4. Construct a performance appraisals system for the Board of Commissioners and Board of Directors.
- Provide recommendations regarding the number of the Board of Commissioners' and Board of Directors' members.
- 6. Provide opinions or advices to the Board of Directors regarding the Board's decisions to transfer and/ or appoint those who are not the Company's staff as an Executive with position one level below the Board of Directors.
- Analyze data, which are presented by the Board of Directors quarterly and in any events of occurring changes, of executives whose positions are one level below the Board of Directors.
- Provide recommendations to the Board of Commissioners regarding independent parties who will be the Audit Committee's member and the Risk Management Supervisory Committee's member.

#### **Remuneration Function**

- Evaluate the remuneration policies for the Board of Commissioners, Board of Directors and the employees.
- Provide recommendations to the Board of Commissioners regarding:
  - Remunerations policies for the Board of Commissioners and the Board of Directors
  - Remunerations policies for the Company's Executives and Employees to be presented to the Board of Directors.
- Provide recommendations about the reward of granting options to the Board of Commissioners, Board of Directors and the Company's Employees, including stock options.
- 4. Provide recommendations regarding the pension system to the Company's Employees.

Provide recommendations regarding the compensation and other benefits in the trimming of the Company's Employees.

#### Others

- Evaluate and provide recommendations to the Board of Commissioners regarding labor and human resource management policy that have significant financial impacts and/or legal risks to the Company.
- Provide recommendations regarding the internal and/or external auditor results and Bank Indonesia's supervision results, especially regarding policies in the human resources management divisions.
- 3. Administer documents related to the Committee's duties and responsibilities.

# The Nomination and Remuneration Committee Meetings and Meeting Attendance

The Nomination and remuneration committee always attend the Board of Directors' and other committees' meeting, held once a week. The Nomination and remuneration committee held four meetings in 2012 with the attendance rate of each member as follows:

Name	Number of Meetings	Attendance	Attendance (%)
Adhyaksa Dault	4	4	100
Aviliani	4	4	100
Heru Lelono	4	4	100
Executive Officials Head of Human Resources Policy and Development Division	4	4	100
Kanyatama P. Mulyono	4	4	100
Asep Ikhsan Iskandar	4	4	100

Note

As of 29 June 2012, Mustafa Abubakar (Vice President Commissioner/ Commissioner) and Hermanto Siregar (Commissioner) are effectively members of the Nomination and remuneration committee.

# The Nomination and Remuneration Committee Meeting Agenda

In the beginning of 2012, the Nomination and remuneration committee discussed executions and follow-ups of the Committee's Work Plan and Budget,

which has been formulated at the end of 2011, to ensure that designated targets are achieved.

Regarding the Annual General Meeting of Shareholders, the Nomination and Remuneration committee reviewed the remunerations of the Board of Directors and Board of Commissioners to be proposed during the 2012 AGMS, with consideration to Good Corporate Governance principles, prevailing SOE Ministry's Regulation, the financial performance and reserve fulfillment, fairness with group peers, Company's targets and long term strategies, and various reliable surveys and analysis from external parties. The Committee also discusses plans, execution steps and suggestions regarding the nominations of Board Directors and Board Commissioners to be proposed to the 2012 Annual General Meeting of Shareholders.

In 2012 the Nomination and remuneration committee has discussed Labor Policies along with its problems and challenges faced in implementations, as well as solutions to overcome these.

# The Implementation of the Nomination and Remuneration Committee Duties and Responsibilities

In 2012, the Nomination and remuneration committee has carried out a number of duties and responsibilities, including:

- Formulate the 2012 Nomination and Remuneration committee plan and work programs, which are elaborations of the Committee's Guidelines and Work Procedure.
- With the Audit Committee, the Risk Management Supervisory Committee, the Board of Commissioners' Secretary, and the staff of the Board of Commissioners' Secretary, formulate the 2013 Board of Commissioners plan and work program.
- 3. Carry out the Nomination functions with the Board of Commissioners.
- 4. Review and analyze the Board of Directors' and the Board of Commissioners remuneration according to the Company's performance, size and banking industry's remunerations survey results.
- Provide input and recommendations regarding BRI's Board of Commissioners' approval of the proposed appointment of Subsidiaries' Board of Directors and Board of Commissioners to the Board of Commissioners according to the prevailing regulations.

- Provide input and recommendations about the BRI's Board of Commissioners' approval for the Founders' Written Statement in regards to Amendments in BRI's Pension Fund Regulations to the Board of Commissioners.
- Provide recommendations about the extension of the Committee's members' tenures in BRI's Commissioner Institution to the Board of Commissioners.
- 8. Provide input and recommendations to the Board of Commissioners about labor policies.
- 9. Along with the Audit Committee, the Risk Management Supervisory Committee, the Board of Commissioners' Secretary and the Staff of the Board of Commissioners' Secretary, conduct reviews regarding the Board of Commissioners' approval of the drafts and revisions of Bank Business Plan (RBB), the Company's Budget and Work Plan (RKAP) and the Company's Long Term Plan (RJPP).
- 10. Along with the Audit Committee, the Risk Management Supervisory Committee, the Board of Commissioners' Secretary and the Staff of the Board of Commissioners' Secretary conduct reviews regarding developments in BRI's monthly performance and provide suggestions and opinions to the Board of Commissioners to be clarified by the Directors in the Board of Commissioners and Board of Directors' Meeting forum.
- 11. Conduct on-site visits to working units.
- 12. Carry out other duties assigned by the Board of Commissioners.

#### **Risk Management Supervisory Committee (KPMR)**

The establishment of BRI's KPMR is based on the State Owned Enterprise Regulation No. PER-01/MBU/2011, dated 1 August 2011 on the implementation of Good Corporate Governance, Bank Indonesia Regulation No. 8/4/PBI/2006 as amended with the PBI No. 8/14/PBI/2006 on Corporate Governance Implementation for Commercial Banks.

# Structure and Membership

BRI's Risk Management Supervisory Committee is composed of a Chairman (Independent Commissioner), an Independent Commissioner, a Commissioner and three non-Commissioner members, who are experts in the field of finance and risk management. These are in accordance with regulations in the PBI mentioned above.

# The Membership of Risk Management Supervisory Committee 1 January 2012 – 28 June 2012

Name	Position	Profession
Aviliani	Chair	Independent Commissioner
Bunasor Sanim	Member	President/Independent Commissioner
Agus Suprijanto*	Member	Commissioner
Ridwan Darmawan Ayub	Member	Non-Commissioner
I Gde Yadnya Kusuma	Member	Non-Commissioner
Pamuji Gesang Raharjo	Member	Non-Commissioner

<sup>\*</sup>As of 28 March 2012 no longer holds the position of Commissioner and member of the Risk Management Supervisory Committee.

### Membership Composition 29 June 2012 – 31 December 2012

Name	Position	Profession
Aviliani	Chair	Independent Commissioner
Bunasor Sanim	Member	President/Independent Commissioner
Mustafa Abubakar*	Member	Vice President Commissioner
Ahmad Fuad**	Member	Independent Commissioner
Vincentius Sonny Loho***	Member	Commissioner
Ridwan Darmawan Ayub	Member	Non-Commissioner
I Gde Yadnya Kusuma	Member	Non-Commissioner
Pamuji Gesang Raharjo	Member	Non-Commissioner

- \*Effective as of 27 July 2012 as Vice President Commissioner after gaining approval from Bank Indonesia based on the result of his fit and proper test
- \*\* Effective as of 1 June 2012 as Independent Commissioner after gaining approval from Bank Indonesia based on the result of his fit and proper test
- \*\*\* Effective as of 5 September 2012 as a Commissioner after gaining approval from Bank Indonesia based on the result of his fit and proper test.

# The Risk Management Supervisory Committee's Independency

The Risk Management Supervisory Committee constantly prioritize independency in its performance of duties and report its work to the Board of Commissioners. The committee's members are independent of the Directors and have competence and experience in their respective field.

The committee members are professionals with adequate competence in their fields and a minimum of five years' experience. These professionals have never had any relationship with the Company or familial relationships with other members of the Board of Commissioners and Board of Directors. The committee's members come from different backgrounds, which are strategic management, performance management, risk management, banking/finance and accounting. Thus, will ensure the quality of their recommendations and for them to become sources in the improvement of BRI's risk management practices.

### **Duties and Responsibilities**

According to the Risk Management Supervisory Committee Working Manual, the Committee's function is to help the Board of Commissioners in carrying out its duties of evaluating and ensuring that the Bank's risk management practices constantly fulfill the elements of procedure adequacy and risk management methodology, thus keeping the Bank's activity manageable at an acceptable and profitable limit.

In general, the KPMR's duties and responsibilities include:

- Annually evaluating and re-evaluating the risk management policies and provide opinions in the form of suggestions and/or recommendations to be used as considerations to improve and refine the required risk management policies.
- Monitoring the adequacy of the Company's identification, measuring, monitoring, and controlling process, as well as its risk management information system.
- Quarterly evaluate and analyze the Company's risk profile report and provide opinions in the form of advice and/or recommendations for improvements needed.
- Analyze and evaluate the Board of Directors' progress report on the implementation of risk management, conducted at least quarterly.
- Evaluate and Analyze the Board of Directors proposal packages regarding fund allocation for related parties that required the approval from the Board of Commissioners.
- Evaluate the Company's Work and Budget Plan, Bank's Business Plan and Long Term Plan to obtain the Board of Commissioners' approval.

- 7. Monitor and/or produce responses to the Bank's Business Plan and Work and Budget Plan realization report.
- 8. Evaluate and analyze credit approvals for loans exceeding certain amounts that required consultation with the Board of Commissioners.
- 9. Evaluate the results of monitoring the Company's compliance with Bank Indonesia's regulations and other prevailing regulations.
- 10. Carry out other duties assigned by the Board of Commissioners.

#### Meetings and Meeting Attendance

Considering the wide scopes of each risk faced by the Company and their interrelatedness, discussion of problems related to risk management implementations are not only done in the KPMR Meeting forum, but also in the agenda of the Board of Commissioners' Meetings.

In 2012, KPMR held internal meetings and those held with related Divisions/Working Units to evaluate the implementation of risk management. The risks include Market Risks, Liquidity Risks, Credit Risks, Operational Risks, Legal Risks, Compliance Risks, Strategic Risks and Reputations Risks, as stipulated in the prevailing Bank Indonesia regulations.

The Risk Management Committee held 15 meetings in 2012 with the attendance rate of each member as follows:

Name	Number of Meetings	Attendance	Attendance (%)
Aviliani	15	12	80
Bunasor Sanim	10	8	80
Mustafa Abubakar**	7	6	86
Agus Suprijanto*	6	5	83
Ahmad Fuad***	7	6	86
Vincentius Sonny Loho ****	7	5	71
Ridwan Darmawan Ayub	15	13	87
I Gde Yadnya Kusuma	15	18	80
Pamuji Gesang Raharjo	15	13	87

<sup>\*</sup>As of 28 March 2012 no longer holds the position of Commissioner and member of the Risk Management Supervisory Committee

#### The 2012 meeting agenda of the Risk Management Supervisory Committee are as follows:

No.	Date	Subject Matter	Directors/Divisions/Working Units
1.	24 January 2012	Fund allocation for related parties	Director of institutional and SOE Business, Director of Finance, Director of Commercial Business
2.	22 May 2012	BRI's Risk Profile for the first Quarter of 2012	Risk Management Division
3.	18 June 2012	Fund allocation for related parties	BRI's Commissioners Institution
4.	4 September 2012	Risk Profile Report for the second quarter of 2012	BRI's Director of Compliance, BRI's Risk Management Division
5.	25 September 2012	<ol> <li>Anti-Fraud strategy Implementation</li> <li>APU/PPT program implementation</li> <li>Compliance Risk Profile</li> </ol>	Director of Compliance, Compliance Division, Risk Management Division
6.	January - December 2012	Loan approval consultation, carried out in 10 (ten) meetings	Directorate of Commercial Business     Directorate of Institutional and SOE     Business

<sup>\*\*</sup>Effective since 27 July 2012 as Vice President Commissioner after gaining approval from Bank Indonesia based on the result of his fit and proper test.

<sup>\*\*\*</sup>Effective since 1 June 2012 as Independent Commissioner after gaining approval from Bank Indonesia based on the result of his fit and proper test.

<sup>\*\*\*\*</sup>Effective as of 5 September 2012 as Independent Commissioner after gaining approval from Bank Indonesia based on the result of his fit and proper test

The Risk Management Supervisory Committee Duties and Activities

In 2012, the Risk Management Supervisory Committee carried out the following:

- Formulate the 2013 Risk Management Supervisory Committee plan and working programs, which are the elaborations of the Committee's Guidelines and Working Procedures.
- Along with the Audit Committee, the Nomination and Remuneration committee, the Board of Commissioners' Secretary, and the staff of the Board of Commissioners' Secretary formulate the 2013 Board of Commissioners plan and work program.
- Provide responses and opinions regarding credit facilities which needed Board of Commissioner's consultation
- Evaluate the Company's Credit Portfolio Performance Report.
- Review the quarterly report on the Company's Bank Risk Profile.
- Review the Director of Compliance's monthly and semester reports.
- 7. Along with the Audit Committee, the Nomination and Remuneration committee, the Board of Commissioners' Secretary and the Staff of the Board of Commissioners' Secretary conduct the review regarding the Board of Commissioners' approval of the drafts and revisions of Bank Business Plan (RBB) and the Company's Budget and Work Plan (RKAP) and the Company's Long Term Plan (RJPP).
- 8. Along with the Audit Committee, the Risk Management Supervisory Committee, the Board of Commissioners' Secretary and the Staff of the Board of Commissioners' Secretary conduct reviews regarding developments in BRI's monthly performance and provide suggestions and opinions to the Board of Commissioners to be clarified by the Directors in the Board of Commissioners and Board of Directors' Meeting forum.
- 9. Conduct on-site assessments in BRI's working units.
- Carry out other duties assigned by the Board of Commissioners.

#### The Board of Directors' Committees

A number of committees under the Board's authority have been established to improve the effectiveness of the Board of Directors' duties and responsibilities execution. The committees are:

#### Risk Management Committee (RMC)

RMC is the highest committee in BRI's risk management system. Its members are all the members of the Board of Directors and appointed executives who hold positions one level below BRI's Board of Directors. RMC is non-structural and independent to Operational Working Units.

RMC discuses, reviews and approves suggestions and recommendations presented in the meeting, in line with prevailing regulations. Those suggestions and recommendations include risk management policies, strategies and procedures.

In managing risks, the RMC established Sub-RMCs that give recommendations to BRI's President Director. The established Sub-RMCs are:

- Operational Risk Management Committee (ORMC), which is the Sub-RMC function discussing issues related to operational risks exposure and the implementation of operational risk management. Operational risks include operational risks, legal risks, reputation risks, strategic risks, and compliance risks.
- Credit Risk Management Committee (CRMC), which is the Sub-RMC function discussing issues related to credit risk exposures and credit risk management implementation.
- Market Risk Management Committee (MRMC), which
  is the Sub-RMC function discussing issues related to
  market risk exposure and the implementation of market
  risk management. Market risks include exchange rate
  risks, interest rate risks and liquidity risks.

# Structure and Membership

The complete Structure and Membership of the Risk Management Sub Committee are stipulated in the Directors' Decree No.519-DIR/DMR/07/2011 dated 18 July 2011. Short descriptions of each Risk Management sub Committees are as follows:

RMC (Risk Management Committee)

: President Director Chair Chair I : Director of Compliance

Chair II : Director of Credit Risk Control Secretary I: Risk Management Division Head Secretary II: Credit Administration Division Head

Permanent members: • All members of the Board

of Directors, including the President Director (have

voting rights)

All Heads of Divisions (without voting rights)

• Special Branch Head (without

voting rights) • Regional Heads in DKI Jakarta

(without voting rights)

• Inspectors in DKI Jakarta (without voting rights)

Non-permanent members

: Invited based on the relevance of the matters discussed

RMC's membership is composed of permanent members with or without voting rights, and non-permanent members. Voting rights are rights to vote should the deliberation method fails to reach a consensus

**ORMC** (Operational Risk Management Committee)

Chair I : Head of the Risk Management

Division

Chair II : Head of the Service Division Secretary : Head of the Operational Risk Management Group

Permanent Members: Heads of Divisions related to

Operations.

Non-Permanent : Invited according to their Members relations to issues discussed CRMC (Credit Risk Management Committee)

: Head of Risk Management Chair I

Division

Chair II : Head of Credit Administration

Division

Secretary : Head of Credit Risk Review and

Monitoring Group

: Head of Credit Risk Secretary II

Methodology and Policy Group

Permanent Members: Heads of Divisions in charge of

Businesses and Treasury

Non-Permanent : Invited according to their Members relations to the issues discussed

MRMC (Market Risk Management Committee)

Chair I : Head of Risk Management Chair II : Head of Treasury Division Secretary : Head of Market Risk and

Integrated Risk Management

Group

- Head of the International Permanent Members:

**Business Division** 

- Head of the Accounting and Financial Management

Division

- Head of the Center of Operation Division

Non-Permanent : Invited according to their Members relations to the issues discussed

#### RMC's Authorities and Responsibilities

- Provide recommendations to the President Director regarding the formulation of Risk Management Policies and its amendments if needed, including the implementation of risk management policies, risk management strategies and contingency planning should abnormal external conditions occur.
- 2. Provide recommendations to the President Director to determine risk measuring methodology and its amendments.
- 3. Recommends the risk limits and its amendments.
- Present risk profile reports and risk monitoring results as well as recommendations on amendments if necessary.

### RMC's 2012 Working Program

RMC's 2012 Agenda includes:

- 1. The follow-ups for previous RMCs.
- 2. Risk Profile
- 3. Risk Issue in 8 types of risk profile.
- 4. Risk Monitoring

- 5. Capital Analysis
- 6. Basel implementation and Risk Management
- 7. Building Awareness about Risk Management
- 8. RMC's recommendations and decisions

# RMC and Sub-RMCs Meeting Frequency

RMC was held 13 (thirteen) times in 2012. The attendance rate for each RMC meeting has met the quorum terms, which states that at least 2/3 of permanent members, including three Directors with one of them being Director of Compliance, must attend the meeting.

The 2012 RMC schedule and Subject Matters are as follows:

Activity	Schedule	Agenda
RMC IV-2011	30 January 2012	<ul> <li>Discussing BRI's Risk Profile for the fourth quarter of 2011</li> <li>Discussing risk issue (The growth and quality of credit, third party funds in Rupiah and Foreign Currency, the implementation of Standardized Approach Basel II)</li> <li>Capital Analysis</li> <li>RMC's Recommendations and Decisions</li> <li>Discussing Mortgage Loan's collateral review</li> </ul>
CRMC I-2012	11 April 2012	<ul><li>Discussing credit risk profile</li><li>Discussing Internal risk rating</li></ul>
ORMC I-2012	11 April 2012	Discussing Priority Banking Services, Anti-Fraud Strategies, Operational Risks - RWA Calculation
RMC I-2012	26 April 2012	<ul> <li>Discussing BRI's Risk Profile for the first quarter of 2012.</li> <li>Discussing risk issue ( Allowance for Impairment Losses (CKPN) for Disaster Calculation Method, working units' cash ratio, BRI's Business Continuity Management road map)</li> <li>Capital Analysis</li> <li>RMC's Recommendations and Decisions</li> </ul>
ORMC II-2012	15 June 2012	Building awareness for Anti-Fraud Strategy, Reporting of Loss from Operational Risks, Discussing Top Risk Issue in the Operational Sector
CRMC II-2012	28 June 2012	Discussing Credit's Risks and Credit Operation's Risks
RMC II-2012	30 July 2012	<ul> <li>Discussing BRI's Risk Profile for the second quarter of 2012</li> <li>Discussing risk issues (implementation of Anti-Fraud Policies, market risk limits, NPL-causing variables, credit's performance and quality)</li> <li>Capital Analysis</li> <li>RMC's Recommendations and Decisions</li> </ul>
ORMC III-2012	26 September 2012	Discussing Top Risk Issues in the Operations sector, the implementation of Business Continuity Management and Risk Management Forum
CRMC III-2012	27 September 2012	Discussion of credit concentration per economic sector, Credit Risk Management Information System, and Discussion of Credit Top Risk and Crediting Operations Top Risks
RMC III-2012	29 October 2012	<ul> <li>Discussion of BRI's Risk Profile for the third quarter of 2012</li> <li>Discussion of risk issues (strategy in facing ASEAN Economic Community, preparations for Basel III, Risk Based Pricing)</li> <li>Capital Analysis</li> <li>RMC's Recommendations and Decisions</li> </ul>
MRMC	7 December 2012	Discussion of BRI's Third Party Fund in Foreign Currency
CRMC IV-2012	18 December 2012	Discussion of Credit Rating/Scoring, Credit Portfolio Performance per Economic Sector and Credit Concentration Limit
ORMC IV-2012	19 December 2012	Discussion of Operational Top Risk Issues, Supervision of BRI's Working Units' Operations.

The RMC Forum has become an excellent means to accommodate inter-divisional coordination. The Forum produced several strategic suggestions regarding risk management in BRI.

### Assets and Liabilities Committee/ ALCO

The Asset-Liability Committee (ALCO) is a committee which assists the Board of Directors in managing the Assets and Liabilities in an integrated manner, determining interests rates for deposits and loans, determining mismatch policies, net open position and interest rate risks, managing and determining balance sheet and capital structure, and providing recommendations to the Board of Directors, who will then determine policies to be decided in ALCO Meetings.

#### ALCO's Structure and Membership

The Assets and Liabilities' Committee's Organizational Structure is stipulated in the Board of Directors' Decree No.650-DIR/TRY/10/2009 dated 30 October 2009 with a general description as follows:

Chair (and member) : President Director Substitute Chair I

: Director of Finance

(and member)

Substitute Chair II (and member)

: Substitute Director for Director of Finance (in line with the Decree about

Substitute Directors)

Secretary (and member) : Head of the Treasury Division

member : - Board of Directors

- All Heads of Business, Fund and Service Divisions as well as Operational Divisions
- Regional Heads in Jakarta
- Heads of Special Branch

Office

## Assets and Liabilities Management (ALM):

ALM is ALCO's supporting group of analysts with a tasked of conducting analysis of fund sources and usage, Maturity and Repricing Gap, Primary and Secondary Reserve, monitoring of NOP, drafting the scenario for deposit's interest rate level and pricing loans and alternatives, drafting a funding strategy

and preparing data, presentation materials and equipment needed for ALCO meetings.

### ALCO's Tasks and Responsibilities

- 1. Determining the policies of Assets and Liability management in an integrated manner.
- Determining prime rates for deposits, loans and fund transfer price.
- Determining mismatch policies and net open position (NOP).
- 4. Managing and determining the structures of balance sheets and capital.
- 5. Ensuring that the Asset and Liability management is carried out in line with policies produced in ALCO meetings.

#### **ALCO Working Programs**

ALCO holds meetings periodically, at the minimum frequency of once a month to discuss the management of BRI's assets and liabilities in relations to the Board of Directors' strategy and policies for the bank's performance developments, the Bank's portfolio composition and growth, risk management (mismatch limit manual and net open position) and interest rates for deposits and loans, as well as fund transfer price.

#### **ALCO Meetings Frequency**

ALCO held 12 meetings (each month) in 2012, with the attendance percentage of each ALCO meeting fulfilling the quorum (attended by 2/3 of the ALCO members). Meetings are usually held on the fourth week of the month.

ALCO meeting's routine agenda is Performance Evaluation, Asset & Liability, Market Review, Analysis of the development of BRI's shares, analysis of the development of Fee-Based Income, presentations about the Regional Offices' Performances, Asset and Liability Management Recommendations, ALCO Meeting's Decisions.

#### **ALCO Work Program Realization**

ALCO Meetings routinely evaluate BRI's asset-liability performance and determine the prime interest rates for loans, deposits and fund transfer prices. ALCO

meetings are also forums to provide information regarding market conditions and current issues for BRI's Board of Directors and Executives. These current issues include macro economic conditions, national banking industry conditions, new regulations and things that are of interest to investors/market expectations.

ALCO meetings are also a strategic forum to convey business directions and strategies as well as solutions for work problems by the Board of Directors.

#### **Credit Policy Committee**

Credit Policy Committee is a committee to assist BRI's Board of Directors in formulating credit policies and to provide suggestions for improvement related to credit policies.

#### Credit Policy Committee's Structure and Membership

The complete Structure and Membership of the committee are stipulated in Board of Directors Decree No. S.114-DIR/ADK/06/2012 dated 29 June 2012:

Chair : President Director

Secretary: Head of Credit Administration Division (also a member of the Committee)

Members: - 7 Directors of Business, Finance and Compliance

- 17 Heads of Divisions in charge of Business, Strategic Plan and Legal matters

## Credit Policy Committee's Tasks and Responsibilities

- Provide input to the Board of Directors in formulating BRI's General Credit Policy (KUP), especially those related to formulation of prudential principles in credit, as stipulated in BRI's KUP.
- Ensure that BRI's KUP is implemented consistently, and formulate solutions should there be any challenges in the implementation. the committee periodically reviews BRI's KUP and provides the Board of Directors with suggestions should any amendments or improvements be needed.
- 3. Monitor and evaluate:
  - a. Whether proper implementation of credit decision making authority was carried out
  - b. Whether proper processes to grant credits to parties related to the bank and certain large debtors was carried out, as well as the developments and quality of such credit.

- c. Whether proper implementation of BMPK (Legal lending limit) regulations was carried out.
- d. Compliance with legal regulations and other regulations in granting loans.
- e. Whether settlements for bad credit are in accordance with those stipulated in KUP-BRI
- f. The fulfillment of the amount of Provision for Loss of Productive Assets (PPAP)/ Allowance for Impairment Losses (CKPN)
- g. Certain large debtors and special mention loans.
- 4. Conduct studies to rate the effectiveness of Internal Control System for Crediting.
- 5. Produce written reports periodically and provide suggestions about improvement steps to the Board of Directors, with copy of the reports send to the Board of Commissioners, regarding:
  - Results of the monitoring of BRI's KUP implementation.
  - b. Monitoring and evaluation results of matters related to points described in number 3.

# Credit Policy Committee Work Mechanism

The daily functions, tasks and responsibilities of the committee are conducted by the committee's Secretary with related Divisions.

In 2012, 1 (one) meeting was held, with details as follows:

Activity	Schedule	Agenda
KKP Meeting	4 September 2012	Revision of BRI's General Credit Policy

#### Realizations of Credit Policy Committee's Work Programs

With regards to the meeting described above, BRI published director's decree No. S.140-DIR/ADK/12/2012 dated 4 December 2012 about the sixth amendment of BRI's General Policy on Credit.

## **Credit Committee**

The Credit Committee is an operational committee to assist the Board of Directors in evaluating and/ or approving loan for certain amount and/or types of loans determined by the Board of Directors.

### The Credit Committee Structure and Membership

The Credit Committee's structure and membership are stipulated in Director's decree No.S.114-DIR/ADK/06/2012. dated 29 June 2012 with descriptions as follows:

### Credit Committee's Structure and Membership

Credit Committee	Members	Final Decision Maker
BRI's Credit Committee (for Ioan approval)	Director of Commercial Businesses Director of Institutional and SOE Businesses Director of MSME Businesse Director of Consumer Businesses Director of Credit Risk Control	President Director
BRI's Credit Committee (For decisions about Money Market Line and Treasury products)	Director of Finance Director of Commercial Business Director of Institutional and SOE Businesses. Director of UMKM Businesses Director of Consumer Business Director of Credit Risk Control	President Director
Directors' Committee 1 (KKD-1) (For medium segments Ioan approval which initiated by Regional offices and Program and Partnership Business Division)	Director of MSME Businesses Director of Commercial Businesses Director of Credit Risk Control	
Directors Committee 2 (KKD-2) (For medium and corporate loans segment approval which initiated by the SOE Businesses Division)	Director of Institutional and SOE Businesses Director of Commercial Businesses Director of Credit Risk Control	
Directors Committee 3 (KKD-3) (For medium and corporate loans segment approval which initiated by General Business and Agribusiness Division and consumer loan approval)	Director of Commercial Businesses Director of Consumer Businesses Directors of Credit Risk Control	
Director's Credit Committee for Restruc- turing and Settlement of Bad Loans	Director of MSME Businesses Director of Commercial Businesses Director of Institutional and SOE Businesses Director of Consumer Businesses Director of Credit Risk Control	

# The Credit Committee's Tasks and Responsibilities

The Credit Committee's Task is to approve or reject loans according to the limits of authority set by the Board of Directors. The Committee is also in charge of coordinating with ALCO in the funding aspect for credit with certain amounts determined by ALCO.

The Responsibilities of the Credit Committee are:

- 1. Perform its duties and responsibilities in loan approval based on its professional capacity in an honest, objective and meticulous manner.
- 2. Reject the request and/or influence from parties with vested interests to give loan approval that is a mere formality.
- 3. Signs the loan approval forms as proof of loan granting decision as a form of credit committee's responsibility. Therefore, before providing their signatures, the Committee must:
  - a. Ensure that any loans in compliance with banking regulations and healthy loan principles.
  - b. Ensure that loan disbursement in compliance with BRI's General Credit Policy (KUP), Credit Guidelines (PPK) and other regulations.
  - c. Ensure that loan disbursement is based on honest, objective and prudent assessment and is free from any influences of those with vested interests towards loan applicant.

#### The Credit Committee's Meetings Frequency

The meetings of the Credit Committee are held when decisions regarding new loan or top-up of existing ones are needed. Decisions of BRI's Credit Committee are made using the majority principle, but decisions for Credit Committees aside from BRI Credit Committee are made using the unanimous method.

Loans with minimum total exposure of Rp300 billion for single debtors or business groups require consultation with the Board of Commissioners. Consultation with the Board for Agribusiness and SOE loans are held if the total exposure of each loan is a minimum of Rp600 billion and Rp500 billion.

#### Realization of BRI's Credit Committee Working Program

### Credit Committee's Approval in 2012

Period	BRI's Credit Committee Approval	Board of Directors' Credit Committee's Approval	Board of Directors' Restructuring Credit Committee's Approval
2012	238	54	15

# Information Systems and Technology Steering Committee (ITSC)

In accordance with Bank Indonesia's Regulation No.9/15/PBI/2007 dated 30 November 2007 and Bank Indonesia Decree No. 9/30/DPNP dated 12 December 2007 – both regarding the subject of Risk Management in the use of Information Technology by Commercial Banks, BRI has established the Information System and Technology Steering Committee through its Board of Directors' Decree No: 625-DIR/TSI/10/2009 dated 19 October 2009 regarding PT Bank Rakyat Indonesia (Persero) Tbk's Information System and Technology Steering Committee

ITSC is responsible for giving instructions and recommendations regarding the policies, development and implementation of BRI's information system.

#### **ITSC Structure and Membership**

ITSC's Structure and Membership are established through the Board of Directors Decree No. 625-DIR/TSI/10/2009 dated 19 October 2009. Their short description is as follows:

Chair : Director of Operations
Vice Chair : Director of Compliance

Secretary: Head of the Technology and Information

System Division

Members: 19 Heads of Business, Operations and

**Internal Audit Divisions** 

The Committee's Memberships are of ex-officio nature and members of the committee represent parties directly related with Information System Technology (IST), as partners or users.

### ITSC's Tasks and Responsibilities

- Provide recommendations regarding BRI's long term (5 years) IST Development target policies plan, stipulated in BRI's IT Strategic Plan (ITSP)
- Provide recommendations regarding priorities in BRI's TSI development for the short term (annual) and long term (5 years), in line with the Corporate Plan and Bank Business Plan to be implemented by BRI's management;
- Provide recommendations regarding changes in IST strategies and plans in the long term as a consequence of changes in BRI's policies and business strategies;
- 4. Conduct reviews and recommend Functional Work Plan and Investment Budget Work Plan and BRI's IST Exploitation for the short term (annual) development, Operations and maintenance of BRI's IST – using BRI's ITSPs as a manual;
- Conduct monitoring and evaluation of BRI's IST project development to ensure that the developments are in line with designated plans and strategies;
- Conduct routine IST developments monitoring and evaluation of IST realizations and development projects managed by IST Division.

- 7. Monitor the effectiveness of risk management measures on IT investment to ensure that these investment contributed to the achievement of BRI's business objectives.
- 8. Recommend efforts to settle all IST-related problems that cannot be settled effectively, efficiently and in a timely manner by the IST users and workers.

# **ITSC Working Program**

The ITSC Working program is to carry out tasks and authorities in line with regulations related to matters discussed in the committee meetings.

#### Realization of Working Program

In the meeting, ITSC evaluate BRI's IT developments and discuss matters that are relevant to the meeting's agenda. The Board of Directors provides guidance regarding strategies, especially those related to the developments of particular e-channels that are considered in need of extra attention. The Board of Director also warns, however, that application developments should not ignore mandatory developments.

### ITSC Meetings Frequency and Meetings Agenda

ITSC held the meetings below in 2012:

Time	ITSC meeting Topics/Agenda
April 2012	IST Organization and Human Resources
	2012 IT Budget and Projects
	• 2008-2013 ITSP
	IT Business Continuity Management
	IST Performance
	IT Development Progress
June 2012	Realization of 2012 IT Budget and Projects
December 2012	Realization of 2008-2013 ITSP
	Realization of IT Budget
	<ul> <li>Progress and Realization of IST Activities</li> </ul>
	DRC Switch Over X/Live Production
	IT performance

# Project Management Office (PMO) Steering Committee

PMO Steering Committee is the highest forum/committee in BRI's corporate level project management. Its role is to provide strategic instructions in project management. Strategic decisions in project management include investment decisions related to project matters, including approving, changing or cancelling project plans and execution.

# PMO Steering Committee Structure and Membership

Its complete structure and membership is stipulated in the Board of Directors' Decree No. 647-DIR/REN/09/2011 dated 30 September 2011. The short description is as follows:

Chair : President Director

Members: - Directors holding the Head of PMO position

- Members of the Board of Directors in charge of Working Units responsible for the Projects
- Members of the Board of Directors in charge of Working Units Supporting the Projects
- Heads of the Working Units Responsible for the Projects
- Heads of the Working Units Supporting the Projects

PMO Steering Committee's Duties and Responsibilities

- 1. Provide instructions on corporate project strategies for BRI;
- 2. Make decisions on the basis of suggestions to settle matters in project governance should the Head of PMO or the Project Steering Committee fail to make a decision regarding the matter;
- 3. Reallocate inter-project budgets already listed in the Project Work Plan in line with prevailing regulations;
- 4. Make decisions regarding matters not regulated in the PMO and PP MO General Policies;
- 5. Authorize the results of the Joint Planning Session;
- 6. Terminate a project if it is deemed devoid of any reasons to progress.

#### PMO Steering Committee's Programs and Realization of Working Programs

In carrying out its functions, the PMO Steering Committee holds a minimum of 1 (one) meeting a year, and it is responsible to BRI's Board of Directors.

### PMO Steering Committee Meeting I in 2012

Date	Agenda	Members Meeting
6 September 2012	<ul> <li>a. 2012 Project's Status Progress up to August 2012</li> <li>b. Realization of the Budget for 2012 Projects</li> <li>c. Project Problems</li> <li>d. Projects needing Special Attention</li> <li>e. Planning for 2013 Projects</li> <li>f. Recommendations for PMO-SC Decisions</li> </ul>	<ul> <li>a. Head of PMO (BRI's Director of Compliance)</li> <li>b. Directors in charge of Working Units Supporting the Projects (BRI's Director of Operations).</li> <li>c. All Heads of Working Units in Charge of the Projects (appointed representatives) and Heads of Working Units Supporting the Project (appointed representatives)</li> </ul>

# **Human Resources Policy Committee**

The Human Resources Policy Committee is an operational committee, which has the authority to determine policies in the Human Resources management. The Committee was established in 2008 to increase effectiveness, efficiency, objectivity and transparency in decision making in matters related to human resources and to convince stakeholders that policy determining for Human Resources matters have been carried out in line with GCG principles.

The Human Resources Policy's Structure and Membership

Chair : President Director

Members : All members of BRI's Board of Directors

Secretary : Head of the Human Resources Policy and Development Division
Vice Secretary : Vice Head of the Human Resources Policy and Development Division

# Frequency and Agenda for the Human Resources Policy Committee's Meetings

The Human Resources Policy Committee held 9 meetings on policies and 13 meetings on Operations in 2012, with committee member attendance percentage of 100%. Details regarding the meetings are as follows:

Date	Meeting's Topic/Agenda in relations to Human Resources Policies
6 January 2012 - 16 January 2012	Amendments for BRI's Pension Fund Regulations
9 February 2012 - 24 March 2012	Regulations on Short-Term Incentives Payment
10 February 2012 - 16 May 2012	Personnel Grade Improvement and Promotions
8 March 2012 - 22 March 2012	Regulations regarding 2012 Normal Distribution
20 March 2012 - 2 April 2012	Regulations Regarding 2011 Bonus for BRI Workers
28 June 2012 - 8 August 2012	Performance-based basic Salary Increase
30 July 2012 - 29 October 2012	Regulations regarding the 2012 Short Term Incentives
1 October 2012 - 28 December 2012	Human Resources Management General Policies
30 October 2012 - 26 November 2012	Amendments in BRI's Pension Fund Regulations
Date	Topics/Agenda for Meetings about Human Resources Operations
6 January 2012	Transfers/Promotions for Echelon 1 and 2 Executives

Date	Topics/Agenda for Meetings about Human Resources Operations
6 January 2012	Transfers/Promotions for Echelon 1 and 2 Executives
10 January 2012	Transfers/Promotions for Echelon 1 and 2 Executives
6 March 2012	Transfers/Promotions for Echelon 1 and 2 Executives
3 April 2012	Transfers/Promotions for Echelon 1 and 2 Executives
17 April 2012	Transfers/Promotions for Echelon 1 and 2 Executives
24 April 2012	Transfers/Promotions for Echelon 1 and 2 Executives
2 May 2012	Case Analysis
7 May 2012	Case Analysis
15 May 2012	Transfers/Promotions for Echelon 1 and 2 Executives
1 June 2012	Transfers/Promotions for Echelon 1 and 2 Executives
29 June 2012	Case Analysis
13 July 2012	Case Analysis
25 July 2012	Transfers/Promotions for Echelon 1 and 2 Executives

### The Human Resources Policy Committee's Duties and Responsibilities

As an operational committee in the Human Resources sector, The Human Resources Policy Committee posses the following authorities:

- 1. Making decisions related to Human Resources policies, including Human Resources planning, recruitment and selection, career development, performance management, welfare, industrial relations, assessment and Human Resources Management Information System (SIM-SDM).
- 2. Making decisions related to Human Resources Operations, including transfers (promotions, rotations, demotions) performance assessment and disciplinary punishment for Echelon 1 and 2 Executives.

# The Human Resources Policy Committee's Working Programs

The Human Resources Policy Committee's Working Programs include the making of regulations in the Human Resources policies and Operations sector. The Committee's structure and membership are established through BRI's Board of Directors Decree No. S.109-DIK/02/2008 dated 29 February 2008.

#### **Position Evaluation Committee**

The Position Evaluation Committee's duties are to review and recommend Position Categories recommended by the Position Evaluation Team

# The Position Evaluation Committee's Structure and Membership

In line with the Board of Directors' Decision Decree No. \$.38-DIR/REN/05/2010 dated 19 May 2010 on the Execution of Organization's General Policies Manual, the Committee's structure and membership are as follows:

- 1. Director of Compliance
- 2. Director of Operations
- 3. Head of Strategic Planning and Business Development Division
- 4. Head of the Human Resources Policy and Development Division

The membership's nature is ex-officio, and not based on the individual.

# The Position Evaluation Committee's Duties and Responsibilities

The Position Evaluation Committee's Duties and Responsibilities are

- Providing instructions and inputs on Position Category recommendations prepared by the Position Evaluation Team during the Position Evaluation Committee meeting.
- Recommending Position Categories requiring the approval of BRI's Board of Directors through the Board of Directors' Meeting. The results of Position Category are stipulated in the Board of Directors' Decree.

# The Position Evaluation Committee's Working Programs

The Position Evaluation Team carries out Position Evaluation. The results are then presented to The Position Evaluation Committee.

# The Position Evaluation Committee's Meeting Frequencies

On 13 August 2012, The Position Evaluation Committee held 1 (one) meeting with the agenda of Position Evaluation results by Position Evaluation Team, which was conducted on 6 to 8 June 2012.

# **Corporate Secretary**

The Corporate Secretary has strategic position of ensuring compliance and administrative procedures in decision making, and carrying out the corporate communications function to build the company's goodwill.

# **Corporate Secretary's Functions**

In line with the State-Owned Enterprises Ministry Decree No. PER-01/MBU/2011 dated 1 August 2011 on Good Corporate Governance Implementation, the Corporate Secretary's functions include:

- Ensure that SOEs comply with regulations about disclosure requirements in line with the implementation of GCG principles;
- Provide information needed by the Board of Directors and Board of Commissioners periodically and if requested;
- 3. As a liaison officer; and
- 4. Filing and storing the company's documents, which include the Shareholders' List, Special Lists, the minutes of Board of Directors' Meetings', Board of Commissioners' Meetings and Shareholders' Meetings.

According to regulation, the main task of BRI's Corporate Secretary is to build BRI's Corporate Image through a public relations function, investor relations function and corporate secretariat functions, including the Board of Director's and Board of Commissioners' Bureau, as well as managing information for related working units and stakeholders, to support the company's performance achievements, in accordance with the company's vision, mission and strategy.

The Corporate Secretary has the responsibility of ensuring smooth communication between the company and stakeholders, as well as ensuring the availability of information accessible to stakeholders in accordance with the reasonable needs of stakeholders.

With those strategic duties and responsibilities, BRI's Corporate Secretary is directly responsible to the President Director and reports their task executions to the Board of Commissioners.

### **Public Relations**

The Corporate Secretary carries out proper public relations activity to communicate the company's programs in fulfilling its responsibility as a part of the state and community, as well as stakeholders' empowerment.

The aim of proper public relations is essentially to build a good corporate image through activities involving print, electronic and outdoor media, exhibitions, or cooperation's with third parties such as press relations, government relations and other parties.

In 2012, BRI conducted several public relations activities as follows:

Activity	Date
Post Investment Grade Seminar, Cooperation between BRI and Bisnis Indonesia	12 January 2012
2012 Adikriya Indonesia Exhibition at JCC, Jakarta	7 March 2012
2012 National Entrepreneurial Movement Exhibition in Smesco, Jakarta	8 March 2012
2012 Annual General Meeting of Shareholders	28 March 2012
Venlo 2012 Holland World Expo Floriade	5 April-7 October 2012
The provision of 35,000 nine basic needs packages in 25 coastal areas	9 April 2012
Inacraft exhibition in JCC	25 to 29 April 2012
Indonesian Computer Festival in six big cities in Indonesia (Jakarta, Surabaya, Semarang, Bandung and Yogyakarta)	6 to 10 June 2012
2012 Indonesia Banking Expo (IBEX) at JCC	27 June to 1 July 2012
Press Gathering in Hotel Bukit Indah Purwakarta	7 - 8 July 2012
PKBL chat, in cooperation with the SOE Ministry and 30 SOEs in BRI's Central Office	31 July 2012
Sound of Nusantara Ramadhan Bazaar in Dhanapala	1-3 August 2012
Break fasting with 3,500 orphans in JCC	10 August 2012
Hosting the Limited Cabinet meeting	10 August2012
Break fasting with reporters in BRI's Central Office	13 August 2012
PON Expo in Pekanbaru	12 -20 September 2012
Jakarta 2012 Muslim World BIZ exhibition at JCC	12 - 16 September 2012
Publishing of the KKPE (Energy and Food Resilience Credit) and PNPM Program	13 September 2012
Media visit to Metro TV newsroom	2 October 2012
2012 International Embroidery Festival at JCC	4-7 October 2012
Media visit to Kompas newsroom	8 October 2012
International Microfinance Summit in Yogyakarta	22-23 October 2012
Speedy NBL & WNBL '13 Exhibition	31 October 2012 - 26 May 2013

Activity	Date
Indocomtech 2013 Exhibition at JCC	31 October - 4 November 2012
Pekan Kreatif Indonesia Exhibition at Epiwalk Epicentrum	21-25 November 2012
Pasar Murah BRI at the Parking Hall of Trisakti's D Building	1 December 2012
Banker Expo 2012 at Tennis Indoor Senayan	5-6 December 2012
Indonesian National Shipowner Association (INSA) Exhibition at Ritz Carlton	7 December 2012
Futsal for Forum Wartawan Sahabat Pers BRI (BRI's Press Friends Forum)	15 December 2012
Family Gathering for BRI's 117th Birthday	23 December 2012
CSR channeling for BRI's 117 <sup>th</sup> Birthday:  • Mass Circumcision, Charity for the Orphanages, Islamic Boarding Schools and Homes for the Aged  • Blood Donor  • Symbolic Handing of 1,000 trees through Iwan Fals	8 December 2012 12 December 2012 23 December 2012

#### **Investor Relations**

The Company has established the Investor Relations function as a bridge between the company and the stock market as well as other external parties. Investor Relations is under the authority of Corporate Secretary. It is responsible for ensuring transparency, as one of the GCG principles to the stock market community, is fulfilled. Investor Relations develop relations with investors of shares, bonds and other valuable papers, as well as analysts, journalists, trustee agent, rating agencies, self regulatory organizations, as well as other related financial communities.

To comply with the rules and increase effective communications, BRI holds public expose and analyst meetings, hosts company visits, field visits and conference calls. It publishes investor newsletters, updates information on the investor relations website, and participates in investor conferences and non-deal road show in the country and the world's financial center cities in Asia, Europe and the United States. BRI provides information regarding the latest in the company's developments through General Meeting of Shareholders and the publishing of Annual Reports. BRI disseminates information for all staff members through internal communications channel to ensure equality among stakeholders in information dissemination.

BRI is committed to convey accurate and timely information to protect investors' interests, especially from the risk of making the wrong investment decisions due to lack of information, insider training, misinformation, or other unethical conducts related to information availability.

To convey accurate information, BRI through the Corporate Secretary held one Annual General Meeting of Shareholders in 2012 and announced a string of material information and other information related to corporate actions through correspondence forums with stock market authorities (Bapepam-LK and the Indonesian Stock Exchange) and through the publishing of press releases (Details regarding press releases and BRI's correspondence with stock market authorities are available in this Annual Report's appendix). BRI published Annual Reports in two languages: Indonesian and English, in 2012. The Report contains

information regarding the Company's performance. Shareholders and the public can obtain information regarding the company's developments through the website: www.ir-bri.com

BRI holds a number of communication activities with investors, with details as follows.

#### Communication activities with investors

Activity	2012
Company Visit	200
Conference Call	65
Field Visit	44
Analyst Meeting	4
Analyst Gathering	1
Roadshow/Conference (Domestic)	6
Roadshow/Conference (Overseas)	9
Investor Newsletters	1
Public Expose	1
Total	331

# Board of Directors and Board of Commissioners Bureau

BRI's Corporate Secretary also functions as officer of the board to ensure the availability of information and the achievement of the quorum in decision making by the Board of Directors and/or Board of Commissioners. The Corporate Secretary is responsible for updating information regarding rules and regulations to be complied with, and disseminate corporate action information to relevant regulators. To carry out its compliance function, the Corporate Secretary carries out its government relations function to create and preserve the company's goodwill in the eyes of regulators.

# **Communicating with Investors**

Investors are strategic stakeholders whose decisions are highly influenced by the quality and timeliness of information they received. Untimely information might benefit some parties in an unreasonable and

illegal way, because it might allow self-dealing, insider trading, misinformation or other unethical deeds.

One of the Corporate Secretary's activities which has the function of ensuring the delivery of material information to shareholders is General Meeting of Shareholders and the creation of an Annual Report. One of the Meeting's agenda is the accountability report regarding the company's management from the Board of Directors and Board of Commissioners to Shareholders.

The Corporate Secretary constantly builds good communication with the stock exchange community, especially the investors and analysts. Subject matters communicated directly to the investors or through analysts are important information used as the basis to make an investment decision.

In building communication with investors and analysts, BRI holds public expose and analyst meetings, hosts company visits, field visits, conference calls, publishes investor newsletters, updates information published on the investor relations website and participates in investor conferences and non-deal road shows in the country or in cities that are the world's financial centers in Asia, Europe and the United States. Communication with investors in 2012 was carried out through company visits, field visits and road shows/conferences in the country and overseas

## Access to corporate data and information

To make it easy for stakeholders in accessing information about the company, Bank BRI always provides information in an integrated, timely and effective manner through the website www.bri.co.id, which contains information about BRI's products and services, financial information, career and other information about Bank BRI.

For further information, customers can dial Call BRI 14017 or (62-21) 500 017/579 87400. Investors can directly contact BRI's Investor Relations via e-mail with the e-mail address ir@bri.co.id or call (62-21) 575 1969.

# **Internal Control System**

Internal Control Systems (SPI) are a mechanism for monitoring processes established by the Bank on an ongoing basis. The system's design and execution quality largely depends on the commitment of the Board of Commissioners, Board of Directors and all the Bank's Executives and Staff members. In line with article 26 of the SOE Ministry Regulation No. PAER-01/2011, which replaces Regulation No-KEP-11/M-MBU/2002, on the implementation of Good Corporate Governance Practice for SOEs, BRI constantly develops its Internal Control System. BRI has conducted internal control activities in accordance with the international standard in COSO ERM framework encompassing Internal Environment, Objectives Setting, Event Identification, Risk Assessment, Risk Response, Control Activities, Information & Communication, and Monitoring.

This effort is carried out in order for BRI to obtain adequate assurance in safeguarding the Bank's asset, guarantee the availability of accurate reports, increase compliance with prevailing regulations, reduce the impacts of financial losses, deviance, including fraud and breach of prudent aspects and increase the organization's effectiveness as well as increasing cost efficiency.

 $\ensuremath{\mathsf{SPIs}}$  are implemented in  $\ensuremath{\mathsf{BRI}}$  to achieve the following aims:

- Assurance that BRI in compliance with all regulations and laws that apply in all operating activities. These regulations include those issued by the government, Bank monitoring authority and internal policies, rules and regulations.
- Ensure the availability of correct, complete and timely financial and management information. This includes relevant information needed in decision making.
- Gain efficiency and effectiveness from the Bank's business activities, through, among others, the increasing of effectiveness and efficiency in the employment of assets and other resources and in protecting the bank from the risk of losses.

- 4. Increase the effectiveness of risk culture in all parts of the organization comprehensively, especially in identifying weaknesses and early detection of deviations, rating the reasonableness of policies and improving all relevant work procedures.
- Reduce the impact of losses and deviation, including fraud/cheating and breach of the prudential aspect.

# Evaluation of the Effectiveness of Internal Control System

BRI continuously evaluates the effectiveness of SPI implementation. The monitoring and mitigation of banking activities' main risks are always prioritized and they function as part of the daily SPI activities conducted by operational work task forces or by the Internal Audit Unit. BRI evaluates and monitors the adequacy of internal control systems constantly due to changes in the internal and external conditions in regards to constantly expanding businesses and it engages in efforts to increase SPI's capacity to increase its effectiveness.

Evaluation of the effectiveness of SPI implementation based on functionary activates and major business processes conducted on several of interrelated control components includes:

- 1. Controlling the environment,
- 2. Risk identifying, rating and mitigation,
- 3. Controlling and separating functions,
- 4. Information, accounting and communications system, and
- Monitoring activity and corrective activities for deviations/weaknesses.

Evaluation results of the internal control system implementation are use as the basis for BRI's Management in evaluating the internal control system effectiveness. Therefore, the management could determine steps to improve and perfect the controlling system or policies. This will improve the

operational activities effectiveness while minimizing risks that will cause losses for the Company. The monitoring and evaluation are further elaborated in various policies in the form of Manuals, Operational Guides and Work Instructions. From the meetings results held between the Board of Commissioners, Committees, Audit Taskforce and several related divisions, it has been concluded that BRI has an adequate internal control system.

2012 was the year of comprehensive GCG implementation for BRI, therefore the main focus for compliance is to work towards the consistent and sustainable implementation of Good Corporate Governance in all of the organization's levels, by applying basic principles of transparency, accountability, responsibility, independency and fairness (TARIF).

Therefore, a number of strategic steps are needed to be conducted intensively in order to constantly build, apply and evaluate GCG implementation process in BRI. This aims to ensure that BRI's business activities are healthy and complying with the law, and protecting the stakeholder's interests.

# **Compliance Function**

The practice of Compliance Functions refers to PBI No. 13/2/PBI/2011 dated 12 January 2011 on the Implementation of Compliance Functions for Commercial Banks. BRI's Compliance Functions are carried out by its Compliance division, comprising the Director of Compliance and Compliance Division. In 2012, the position of Director of Compliance was held by Randi Anto, who has held the position since 12 July 2011. M. Jarot Eko Winarno holds the position of Head of the Compliance Division. Both have fulfilled the independency prerequisites and criteria set by Bank Indonesia.

BRI has finished its structuring, established a Compliance Charter and perfected its internal policy on Compliance Culture Implementation in BRI's Working Units, as stipulated in the BI Regulation.

### Strategy

BRI develops Compliance activities as one of management tools that will contribute and support a prudent, healthy and transparent business and operational activities. The implemented strategy creates synergy between the compliance function and business function. This is described in 3 pillars:

- 1. The implementation of prudential principles
- The implementation of Good Corporate Governance (GCG)
- The implementation of Anti Money Laundering Program (APU) and the terrorism's financing prevention program (PPT)

#### The Implementation of prudential principles

Carried out through a variety of activities, including:

- Reviewing and perfecting compliance policies if
  needed.
- 2. Developing Human Resources to support the implementation of compliance function
- 3. Monitoring follow-ups of test results stating the icomplyî status.
- 4. Reviewing BRI's internal policies
- 5. External policy resume and forwarding the policy
- 6. Analyzing the impacts of external policies
- 7. Monitoring BRI's fulfillment of commitment towards regulators
- Monitoring the fulfillment of prudential principles (BMPK, CAR, GWM, PDN, LDR, NPL, Derivatives transactions, etc.)
- 9. Perfecting/development of compliance toolkit

#### Good Corporate Governance (GCG) Implementation

Activities include:

- 1. Reviewing and improving GCG policies if needed
- 2. Developing Human Resources to support GCG Implementation
- Assessment of GCG Implementation. This includes self-assessment and assessment done by independent parties (such as by the CGPI)
- 4. Increase coordination with related Work Units
- 5. Building awareness of GCG policies

# Implementation of Anti-Money Laundering Program (APU) and the Terrorism's Financing Prevention Program (PPT)

- Focusing on the implementation of action plans related to APU and PPT programs, which have been submitted to Bank Indonesia, and monitoring the implementation progress.
- Improving the policies and procedures to implement APU and PPT programs continuously to adjust to rules from the regulators
- 3. Integrated transaction monitoring through BRI's AML system to help monitor transaction conducted by Operational Working Units.
- 4. Improving the system to identify customers, suspicious financial transactions and cash financial transactions, thus minimizing the possibility of the banking system being used as a vehicle for money laundering crimes and/or funding of terrorism.
- 5. Periodic monitoring and development of APU and PPT programs to BRI's Working Units by using a sampling method to ensure that the Working Units have carried out the APU and PPT program's policies and procedures consistently and according to the rules.
- 6. Self Assessment of APU and PPT Programs implementation periodically, at least once a year.
- Awareness building/training of APU and PPT Program periodically, at least once a year.
- 8. Periodic monitoring of updating BRI's customer data progress.

# Implementation of Compliance Function

#### 1. Compliance Function Report

In line with Bank Indonesia Regulation No. 13/2/ PBI/2012 on the Implementation of Compliance Function for Commercial Banks, BRI, the Director of Compliance, describes its task execution with details as follows:

Monthly	Presented by the Director of Compliance to the President Director with copies for Commissioners and Internal Auditors.
Every Semester	Presented by the President Director and Director of Compliance to Bank Indonesia, with copies for Commissioners.

## 2. The Implementation of Compliance Culture

All BRI Workers are responsible for the practice of Compliance Culture. At the end of 2012, the Bank built awareness continuously to all working units which aimed to strengthen the compliance culture.

# 3. Policy Monitoring and Board of Directors' Decision and Bank's Business Activities

# a. Testing prudential principles'

The final draft for policy plan and/or decisions to be made by the BRI Board of directors in the credit or non-credit sector underwent few tests for prudential principles. Test results in 2012 demonstrated that Board of Directors policy plans and/or decisions that underwent the tests generally met the prudential principles as regulated in external and internal regulations.

# b. Test results monitoring

This activity is follow-up for the test above which carried out to ensure that there are no deviations in the follow-ups for policy plans and/ or decisions that have been declared as complying with the regulations.

### c. Internal policies review

Carried out to ensure that policies set by the Board of Directors and applied internally in BRI still meet prudential principles.

#### d. Resume External policies

Resumption or continuation of external policies is applied for new policies or amendments of policies set by external regulators. Resumptions or continuations are carried out as part of policy awareness building so that the external policies can immediately become references for relevant working units.

#### e. Impact/Gap analysis for External Policies

Carried out to look for impacts of prevailing external regulations relevant to BRI's internal policies and to ensure that BRI's current policies are in line with external regulations.



2012 is the year when BRI implements GCG comprehensively, therefore the main focus for the compliance sector is to work towards good, consistent corporate governance implementation in all levels of the organization

Type of Activity	2	2011	2012			
	Credit	Non-credit	Credit	Non-credit		
Testing the prudential principles	260	118	321	133		
Monitoring	222	108	300	80		
Policy Response	15	36	11	37		
Internal Policies Review	27	11	25	18		
Resumption & Continuation of External Policy	13	27	39	33		
Impact Analysis for External Policies	13	10	18	12		

# f. Monitoring the fulfillment of BRI's commitments

This activity is carried out to ensure BRI fulfills its commitments to Bank Indonesia or other monitoring authorities. The Commitment can be in the form of audit results, a letter from Bank Indonesia and/ or other monitoring authorities. Results of the monitoring the fulfillment of BRI's commitment are reported periodically in the Report of Compliance Function Execution to the Board of Directors, Board of Commissioners and BI.

#### g. Monitoring the fulfillment of Prudential Principles (LLL, CAR, RR, NOP, LDR, NPL, etc.)

This activity is carried out to ensure that BRI complies with prudential principles set by Bank Indonesia or other monitoring authorities.

#### h. Compliance Toolkit Development/Improvement

To ensure the effectiveness of the prevailing compliance procedure standards, the compliance division constantly evaluates and, if necessary, improves the company's compliance toolkit.

In 2012, the compliance checklist for Board of Directors' Policy Plan, Loan Restructuring Decisions, Loan Settlement Decisions and Performing Loan Decisions testing have undergone evaluation and revision.

BRI's Compliance Dashboard also underwent developments. BRI's Compliance Dashboard is tools that was developed by BRI to monitor BRI's compliance with regulations and provide alerts for related officials in making decisions and/or formulating policies. Factors that can be monitored using these tools include third party fund, derivatives, SID fines, LBU (Commercial Banks Report), NPL, CAR, Corporate Credit, Medium Credit, Retail credit, Micro Credit, etc.

#### i. Compliance Risk Management

The Compliance Department coordinate with the Risk Management Department to identify, measure, monitor and control compliance risks, using Bank Indonesia's Regulations on Risk Management Application for Commercial Banks. The Effectiveness of compliance risk management is described in the monthly Compliance Risk Profile Report.

# j. APU-PPT Program Execution

Activities carried out in 2012, include:

- Consistently build awareness of the APU and PPT Program Policies and implementation procedures. The awareness building activities include:
  - APU and PPT Program awareness building and training for BRI Staff Development Program (PPS) in BRI's Education and Training Center.
  - APU and PPT Program awareness building/training for the education of Operation Manager, Assistant

- Operation Manager, Account Officers, whose working period was less than 1 (one) year.
- APU and PPT Program Awareness Building/ Training in the education of Associate Auditors, Resident Auditors, Funding Officers and Priority Banking Officers.
- Awareness Building/ Education for frontliners (customer services and tellers) in BRI's Education Center
- Presenting the Action Plan for APU and PPT Program Implementation to Bank Indonesia and further coordination with related working units to fulfill the action plan's target
- Implementing the joint account system and using risk based approach to categorize customers.
- Monitoring of APU and PPT program policy implementation and procedures in BRI's working units is done using sampling methods for 12 BRI Regional Offices, 37 BRI Branch Offices, 28 BRI KCP Offices, 40 BRI Units and 2 BRI Priority Service Centers. The monitoring results have been submitted to each Regional Office to gain attention or follow-ups from related BRI Working Units.
- Monitoring the Updating of Customer Data for Bank BRI's CIF or Cross Border Correspondent Banking Customers.
- Carrying out Obligatory reporting to the PPATK (Financial Transaction Reports and Analysis Centre) in the form of CTR and STR, in accordance with prevailing regulations.
- Following up on data requests and blocking requests from external parties: Bank Indonesia, KPK RI, PPATK, BNN RI, the Police and Directorate General of Taxation.

#### **USA Patriot Act**

Regarding compliance with Uniting and Strengthening America by Providing Appropriate Tools Required to Intercept and Obstruct Act of 2001 (the USA PATRIOT Act) regulation established by the U.S Government to prevent money laundering and terrorists' financing using foreign banks' corresponding accounts in US financial institutions, the financial institutions oblige all foreign banks that have or are planning to have corresponding accounts to fill standard certification forms.

BRI has completed its certificates regarding foreign banks' corresponding accounts and this can be seen on BRI's website www.bri.co.id. This certification applies to all accounts opened for BRI by Covered Financial Institutions.

# **Evaluation of Compliance Function's Effectiveness**

The Compliance Function Report is one of the Board of Commissioners' information media for carrying out Bank BRI's Compliance monitoring function. In 2012, the Board of Commissioners conducted 4 (four) evaluations of BRI's compliance function implementation.

# The Development of the Compliance Function Implementation

To strengthen Bank BRI's Compliance function in the future and the Compliance culture in all of Bank BRI's organizational levels, perfection and completion of the system and policies related to the Compliance function, as well as internal awareness building on the importance of Compliance culture, will be carried out in the future.

# Participation in the Director of Compliance's Communication Forum (FKDKP)

Bank BRI in FKDKP can communicate with other Bank's Compliance functions through various activities, such as seminars, workshops, and training, as well as other activities that can support the strengthening of the Compliance function at Bank BRI.

# **IT Governance**

### **IT Architecture Framework**

BRI's IT Architecture has become an inseparable part of the 2008-2013 IT Strategic Plan (ITSP). The application and development of BRI's Information Technology refers to the Bank Indonesia regulation on the implementation of risk management in the employment of Information Technology (MR-IT) for Commercial Banks. BRI's IT Architecture is composed of 4 (four) elements:

- 1. Enterprise Architecture: Executive Summary
- 2. Assessment Phase: Business & IT Context
- 3. Design Phase: Enterprise Architecture Definition
- 4. Transition Plan Phase: Application, Information, and Infrastructure

#### **IT Policies and Procedures**

Policies and procedures made to support Corporate governance processes include:

- 1. 2008-2013 IT Strategic Plan (ITSP)
- 2. BRI's Information Technology Architecture
- 3. General Policy on Information Systems
- 4. BRI's General Policy on Information System Technology Security
- 5. The Implementation of Risk Management Policy in the employment of Information Technology
- 6. BRI's Business Sustainability Management Policy (MKU)/Business Continuity management(BCM)
- 7. Regulation on Management's Tasks and Responsibilities to Secure Information
- 8. Policy on the Standardization of Information Technology Tools
- 9. Policy on the Information Technology Tools Analysis
- 10. BRI's IT Development Cycle Procedures
- 11. Password Management Regulations
- 12. Key Management Standards
- 13. Regulations on Internet Usage in BRI Environment
- 14. Regulations on Security Compliance Check
- 15. Regulations on the Usage of Host Rooms
- 16. Regulations on the Usage of BRI E-mail
- 17. Regulations on Third Party Information Secrecy Agreement

- 18. Regulations on BIOS Password and Administration's Password in PC UKO
- 19. Regulations on the Evaluations of Information Security Policy
- 20. Regulations on Information Management
- 21. Regulations on Security Hardening
- 22. Regulations on User Account Management
- 23. Regulations on Usage of Encryption
- 24. Regulations on Antivirus Management and Security Patch
- 25. File Sharing Regulations
- 26. Regulations on the Returning of IT Access and Changes in Access Rights Regarding Employee's Status Change
- 27. Regulations on the Reviewing of the Capacity of Supporting Facilities
- 28. Regulations on network Access Control
- 29. Regulations on Backup and Restore
- 30. Regulations on Mobile Computing and Data Storing Media
- 31. Regulations on Internal Control and Audit Monitoring
- 32. Regulations on the Registering of IT Assets belonging to Third Parties
- 33. Regulations on the Registering of IT Assets
- 34. Regulations on Risk Management
- 35. Regulations on the Maintenance of Information Technology Assets
- 36. Regulations on IT Security Awareness
- 37. Regulations on the Management of Information Security Incidents
- 38. Firewall Configuration Standards
- 39. Policies and Procedures related to Closed Circuit Television (CCTV) and Embedded Cameras
- 40. Numbering Procedures and Document Codes
- 41. Firewall Access Procedures
- 42. Antivirus Management and Security Patch Procedures
- 43. Management Procedures for Information Security
- 44. Information Technology Assets Maintenance Procedures
- 45. IT Assets Returns Procedures and Access Rights
  Changes regarding changes in an employee's status
- 46. User Account Management Procedures

# **IT Management System Development**

In implementing GCG consistently in the company, Bank BRI has developed several supporting applications that can assist the Management in monitoring and as tools to aid decision making. Several of the applications in BRI are:

### Risk Management MIS

BRI applies enterprise-wide risk management to control 8 (eight) types of risks, including risk management information system.

- Development of risk management information system by development of Operational Risk Assessor (OPRA), Loan Approval System (LAS) and GUAVA application or Treasury and Market Risk System.
- 2. Establishment of risk measuring tools and methodology, composed of:
  - a. Operational risk
    - Tools: Risk and Control Self Assessment, Main Risk Indicator, Incident Management, Risk Management Forum and Maturity Level Rating
    - Methodology: Basic Indicator Approach (BIA) and moving towards Standardized Approach (SA), and towards Advanced Measurement Approach (AMA).
  - b. Credit risk
    - Tools: Credit Risk Rating (CRR) and Credit Risk Scoring (CRS).
    - Methodology: Standardized Approach (SA) and moving towards Internal Rating Based Approach (IRBA).
  - c. Market risk
    - Tools: VaR, Sensitivity Analysis, Maturity Gap, Maximum Cash Outflow.
    - Methodology: Standardized Approach (SA) and ready to implement Internal Model.
- 3. Increasing the effectiveness of Good Corporate Governance implementation and risk management work frame through Risk Management Forum in each Working Unit, application of Risk Management Function attached to executives appointed to the Working Units and Regional Offices, Risk

Management Subdivision (MRK) in each Regional Office, and executives whose duties are to conduct coaching, monitoring, and verifying of the implementation of risk management processes in Regional Offices.

#### **Compliance Dashboard**

The Compliance Dashboard is a tool developed by BRI to monitor BRI's compliance with regulators' regulations and provide alerts to related executives in making decisions or formulating policies. Matters that can be monitored using this tool are Third Party Funds, Derivatives, SID Fines, LBU (Commercial Banks Report), NPL, CAR, Corporate Loans, Medium Loans, Retail, Micro, etc. Furthermore, BRI will continue to improve those applications through the development of several new menus will be carried out.

#### **Human Resources MIS**

Internal Reporting regarding BRI's human resources management through an adequate system both in the IT sense (including IT-security system) as well as support from competent human resources. Thus creating timely, accurate, complete and reliable information that is effective in assisting management's decision-making.

BRI's HR MIS application is currently able to provide information that includes:

- 1. Share option data of the Board of Commissioners, Board of Directors and other executives.
- 2. Highest-Lowest workers' salary ratio.
- 3. Internal fraud report.
- Workers whose status indicates involvements in cases
- 5. Workers formation Data and Fulfillment

#### STAR Web System

BRI has built STAR Web System to monitor service and operational quality in BRI Working Units online. This system eases the process of inputting the monitored data and makes the data well documented. Thus will help the working units in swiftly improving service quality and working units' operations.

# **Audit of Management Information System**

The development of Audit's IT System aims to increase the efficiency and quality of the Risk Based Audit implementation. Internal Audit's IT developments include:

- Implementation of Audit Management System Application (BRISMA), which integrates all the auditing processes, which range from Annual Audit Planning (PAT), Individual Audit Planning, Individual Auditing, reporting and documenting.
- 2. Development of BRIdeX as an analytical tool to help identify risk indicators.
- 3. Continuous Development of Electronic Data Center (PDE) for auditors. PDE processes data used for centralized audit. The results of PDE's data processing can be accessed by each auditor in accordance with their own auditing areas. If an auditor has raw data in need of further processing (adhoc processing) he or she can use BrideX as an offline application to process data in a decentralized manner.
- 4. Supporting System (CSS, AER) Systems under this category deal with various subjects that are not directly related to the audit process. This includes CSS (Customer Satisfaction Survey), which deals with results of auditee satisfaction survey in every audit process. AER (AIN Electronic Register) deals with inventory making for IT (hardware) infrastructure in each audit office.

#### F-Procurement

E-procurement application is a goods and services procurement process carried out electronically or online to create transparency in that process. BRI's e-procurement application consists of 10 modules:

- 1. Budget Management
- 2. User Management
- 3. Vendor Management
- 4. Request Management
- 5. Procurement Management
- 6. Bid Auction
- 7. Determining Auction Winner
- 8. Contract Management
- 9. Vendor Performance management
- 10. Report

## Future Development of BRI's IT

The main objective of BRI's IT plans for the future is to support the achievement of the company vision and mission. This plans include creating an integrated one stop service by making use of widespread channels and varied products, providing online and real-time access to comprehensive data, and application of reliable security technology.

# **Internal Audit**

Internal audit function in BRI is run by BRI's Internal Audit, which is directly responsible to the President Director and possess a direct communication line to the Audit Committee to coordinate and convey information related to audit and its results. Auditors play a very strategic role to help the Company achieve its targets through a systematic and structured approach in evaluating and increasing the effectiveness of risk management, internal control and governance processes.

The Head of Internal Audit is appointed and dismissed by the President Director with the Board of Commissioners' approval.

#### **Internal Audit Charter**

Internal Audit uses the internal audit charter as a reference in carrying out its tasks and responsibilities. The objective of the charter is to provide a description and guideline on the purpose, authorities, responsibilities and working scope of internal audit in the organization.

The Charter was established based on BRI's Board of Directors Decree No: S.53-DIR/AIN/07/2008 dated 28 July 2008 on the Internal Audit Charter and the Internal Audit policies and procedures for PT Bank Rakyat Indonesia (Persero) Tbk. The Charter stipulates: Internal Audit' Vision, Mission, Purpose and Aims, Working Scope, Organizational Structure, Authorities, Tasks and Responsibilities, Auditors' Prerequisites and Professionalism, Auditing Procedures and Internal Auditors' Code of Ethics.

# Internal Audits' Human Resources and Qualifications

Internal Audit constantly tries to provide highly qualified auditors who possess competencies that are relevant to each of the audit areas, span of control and level of risk. Ali Mudin holds the position of Head of Internal Audit, having been appointed in September 2008. The total number of employees in the Internal Audit Department is 1,876, consisting of 1 Head of Internal Audit, 16 Inspectors, 22 Vice Inspectors, 66 Group Heads, 564 Auditors (senior Auditors, Auditors, Junior Auditors and Associate Auditors). The Internal Audit department also has 167 Branch Office' Resident Auditors and 1,031 Micro outlet's Resident Auditor.

# **Internal Audit Professional Certification**

BRI's Internal Audit is supported by professional auditors, who are mostly nationally or internationally certified. They are as follows:

	Staff Members' Job Grade													
Certification	6	7		9	10	11	12	13	14	15	16	17	18	Total
Risk Management (BSMR/LSPP)						2	27	45	9	14	2	14	1	114
CFE (Certified Fraud Examiner)	5	1	2	1										9
QIA(Qualified Internal Auditor)			3				3	9		5		2		22
CISA (Certified Information System Auditor)				5										5
CEH (Certified Ethical Hacker)				2										2
CDCP (Certified Data Center Professional)				1										1
CFSS (Certified Forensic Security Specialist)				1										1
MCSE (Microsoft Certified System Engineer)				1										1
IT Governance from MTI UI			1											1
Total	5	1	6	11	0	2	30	54	9	19	2	16	1	156

Formal education qualification based on career levels are as follows:

Formal Education	Position							
	Head of Internal Audit/ Inspector	Head of Section / Head of Audit/ Vice Inspector	Group Head / Gh	Auditor	Resident Auditor	Support Admin (PT)		
Doctorate	1						1	
Post Graduates	11	16	30	13	23	2	95	
Graduates	5	8	22	525	769	23	1352	
under- graduates				9	62	3	74	
High School Graduates					120	14	134	
Total	17	24	52	547	974	42	1656	

# Internal Audit's Duties and Responsibilities

Internal Audit's duties and responsibilities, as stipulated in the Internal Audit Charter, include:

- 1. Internal Audit reports directly to the President Director.
- 2. Assisting the President Director and President Commissioner in monitoring by providing details in an operational manner with regards to planning, execution and auditing results.
- 3. Provide analysis and assessment in the field of finance, accounting, operations and other activities through direct inspections and indirect monitoring.
- 4. Identifying all possibilities to improve and increase the efficiency of resources and fund usage.
- 5. Provide objective information and suggestions for improvements about inspected activities in all management levels.
- 6. In carrying out its tasks, Internal Audit must submit reports to the President Director and President Commissioner.
- 7. Ensure that the quality of the task execution of linear management in terms of risk management process, internal control system and business governance have been carried out adequately and effectively.

- Examine and evaluate the execution of Bank BRI's Work Plan to ensure that all BRI's business activities can run smoothly and in accordance with stakeholders' expectations.
- Submit audit results to internal and external parties in a timely manner in accordance with prevailing policies, regulations and procedures.
- 10. Maintain good relationships with Auditee, External Auditors and third parties in its task execution.

### Internal Audit's Structure and Position

Internal Audit's structure and position are stipulated in:

- Decree regarding BRI's Internal Audit Organizational Structure No. S.129-DIR/REN/08/2012 dated 9 August 2012 on BRI's Internal Audit Organization, Internal Audit (AI) is under the guidance of President Director. However, in its operational activities, Director of Compliance is responsible for BRI's Internal Audit operational executions in line with its authority. Head of the Internal Audit can communicate directly with the Audit Committee to report /inform matters related to audit activities. Internal Audit is one of the Company Organization's internal monitoring and control functions.
- 2. BRI's internal Audit Charter No. 53-DIR/AIN/07/2008 dated 28 July 2008 mentions that BRI's Internal Audit reports directly to the President Director and is under the direct supervision of the President Director. BRI's Internal Audit is led by the Head of Internal Audit, who is appointed and dismissed by the President Director with the approval of Commissioners, with a report sent to Bank Indonesia and Bapepam-LK.

BRI's Internal Audit is structurally composed of Audit for Delivery Audit Working Unit and Support Audit Working Unit, with details as follows:

- 1. Delivery Audit Working Unit is composed of:
  - a. IST Audit
    - It audit and provide consultations as strategic business partner to the management of Information System Technology (IST) by the IST User and Developer to ensure the adequacy and effectiveness of internal control, risk management and Good Corporate Governance (GCG).

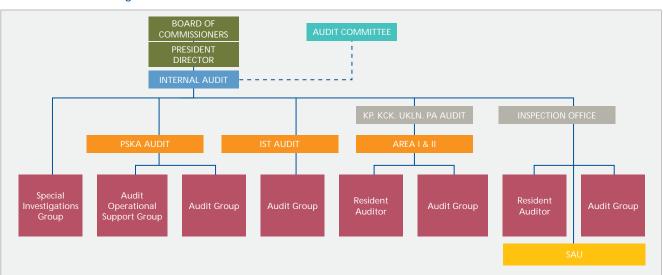
- b. Central Office, Special Branch Office, Overseas Working Units and Subsidiaries Audit It audit and provide consultation as a strategic business partner for working units in the Head Office (KP), Special Branch (KCK), Overseas Working Units (UKLN) Subsidiaries (PA) with share ownership of over 51% to ensure the adequacy and effectiveness of internal control, Risk Management and Good Corporate Governance (GCG).
- c. Inspection Office It audit and provide consultation as a strategic business partner for Regional Offices, Branch Offices, Sub-Branch Offices, Cash Offices and BRI Units to ensure the adequacy and effectiveness of internal control, Risk Management and Good Corporate Governance (GCG).
- d. Special Investigations Group
  It analyze red flags, fraud risk indicators and
  investigate fraud indications. It also provide
  consultations to increase the adequacy
  and effectiveness of internal control, risk
  management and Good Corporate Governance
  (GCG) implementation.
- Support Audit Working Unit, which is PSKA Audit
  It analyze Audit Intern organization, develop
  policies, procedures and audit tools, develop
  auditing qualities and software and hardware
  design in line with Audit Intern's regulations and
  best practices.

Currently, BRI's Audit Intern has 18 Audit Working Units for Delivery Function (auditing working units) spread throughout Indonesia. Furthermore, responding to a more rapid and complex business growth.

BRI has formed an auditing function in Branches and BRI Units (micro outlet). These are Resident Auditors, whose responsibility is to monitor working unit's activities and businesses periodically hence the increase in risk signals will be detected earlier.

Minimizing frauds, Bank BRI has formed Special Investigations Working Units, which are responsible for analyzing red flags, periodically analyzing fraud risk indicators, and investigating fraud indications.

#### **Internal Audit Organizational Structure**



#### **Audit Methodology**

BRI applies a Risk Based Internal Audit (RBIA) method with a business process approach. RBIA is implemented in phases according to the maturity level of the corporate risk management. This methodology allows auditing priority for business processes and business units that forecasted to have significant risks in the achievement of the company's targets. Therefore, it is believed that all risk potentials can be minimized according to the designated risk tolerance. The data analyzing process is supported by the use of Computer Assisted Audit Technique (CAAT) to support the risk based audit's efficiency and effectiveness.

#### **Audit Evaluation**

Ensuring the audit quality, the quality assurance review was conducted by internal parties. External reviews are carried out by PT SGS Indonesia using Surveillance ISO 9001. Surveillance ISO 9001:2008 visit 2/2012 by PT SGS Indonesia did not produce any minor or major findings.

External Auditors evaluate work effectiveness and compliance with the Bank's Internal Audit Function Execution (SPFAIB). In 2011, Pricewaterhouse Coopers carried out the evaluation, with results demonstrating that BRI's Internal Audit function was

capable of carrying out its role in accordance with the set standards. It received the label "good practices" when compared with similar industries.

#### **Elaboration of Audit Tasks Execution**

In 2012, BRI prioritized the auditing of 3,463 working units or 62% of the total of BRI's working units. The plan was based on the result of corporate risk rating, consistency with BRI's targets and strategic plans, the regulator's regulations, management and Audit Committee, risk profile, and previous audit results.

As of 31 December 2012, BRI's Internal Audit has carried out regular audit activities at 6,442 working units, or 186.02% of the audit assignment target, and it has carried out 2,092 special audits and 12 fraud audits.

Data from 2012 audit activities (regular, special and fraud audit) identified 40 fraud incidents. BRI conducted analysis of internal control weaknesses, and has carried out several programs to increase internal control functions, including:

- Establish audit functions in Branch Offices and BRI Micro Outlets (Resident Auditor)
- 2. Constantly develop the Electronic Data Center to analyze loan and non-loan indicators to detect the increase of risk earlier.

 Send results of risk indicator analysis every month to auditors throughout Indonesia through unit assessment media, which aims to identify any risk increase in Working Units.

Internal Audit periodically conducts monitoring of the developments of internal control improvement carried out by the auditee.

#### **Coordination with External Auditors**

Auditing of BRI is also carried out by external auditors, who are Bank Indonesia, (BI) the Supreme Audit Agency (BPK) and a Public Accounting Firm (KAP). Internal Audit's role in an audit carried out by external auditors is that of liaison officer to coordinate the audit and to monitor related working units' follow-ups of the external auditor's findings.

The objective of monitoring is to ensure that the management has carried out improvements regarding internal control weaknesses found by external auditors.

External Auditors	Number	Status of findings		
	findings	Settled	Unsettled	
Bank Indonesia (BI)	78	67	11	
BPK RI*	251	232	19	
Public Accounting Firm (KAP)	34	3	31	

<sup>\*</sup>BPK 's audits include routine inspections and tax inspections.

#### **Increasing Audit Quality**

BRI has continuously developed information technology usage program to improve the audit process's quality and efficiency. Hence it will improve Internal Audit's role as an early warning signal (EWS). Several of the information technology programs under the Internal Audit unit include:

- Implementation of Audit Management System application (BRISMA), which integrates all the audit processes, starting from the Annual Audit Planning (PAT), individual audit planning, individual auditing, reporting and documenting.
- 2. Development of BRIdeX application as an analytical tool to identify increases in risk indicators.
- Consistent development of Electronic Data Center (PDE) for auditors.

#### **External Auditors**

External auditors monitor BRI along with internal auditors. External auditors include Bank Indonesia (BI), the Supreme Audit Agency (BPK) and a Public Accounting Firm (KAP). For the KAP in particular, BRI's Board of Commissioners, according to the authority bestowed upon them by the 2012 BRI Annual General Meeting of Shareholders on March 28 2012, has appointed Purwantono, Suherman dan Surja- Ernst and Young (PSS-EY), one of The Big Four international public accounting firms, to audit BRI's Annual Report for the 2012 accounting year. This is PSS-EY's second period auditing BRI's annual report and the second appointment of the public accountant to audit BRI's financial report. The previous appointment was for the 2011 accounting year.

The KAP appointment was made according to effective regulations, and through a selection process involving tenders based on its fulfillment of the following criteria:

- 1. Experienced as banking auditors.
- Understands Indonesia's banking regulations, companies entering the stock market/bourse and other relevant regulations.
- 3. Experience in and understands banking application and technology system.
- 4. Understands banking products.
- Experienced in and understands risk management.

The regulation used as a reference is that a KAP should not be appointed to audit the company for 5 (five) consecutive accounting years and 3 (three) accounting years by the same partner.

#### **Service Pay**

BRI gave KAP-PSS-EY Rp5,580,000,000 (five billion five hundred and eighty million rupiah) as service pay. The sum includes 10% VAT and other related taxes. The service pay includes out of pocket expenses (OPE), which includes costs to visit branches in Indonesia and reviews of branches' and overseas representatives' financial reports. The assignment was conducted in accordance with effective prerequisites and it fulfills aspects stipulated in PBI No.3/22/PBI/2001 dated 13 December 2001 as amended with PBI No. 7/50/ PBI/2005 dated 29 November 2005 on the Transparency of Bank Financial Condition and SE BI No: 3/32/DPNP/IDPnP dated 14 November 2001 on Relations between Banks, Public Accountants and Bank Indonesia.

The appointed KAP has presented the audit result and management letter to the Bank in a timely manner. The Public Accountants have worked independently and fulfilled the above mentioned criteria.

### The Implementation of Risk Management

BRI applies enterprise-wide risk management to control 8 (eight) types of risks, including four pillars (1) Board of Directors and Board of Commissioners' Supervision, (2) Policy, procedures and limit setting, (3) Risk Management Process and Management Information System, and (4) Internal Control System.

The risks were managed in accordance with PBI No.11/25/PBI/2009 regarding amendments of PBI No. 5/PBI/2003 on Risk Management Application for Commercial Banks, and it is in accordance with the Basel III regulations. Details about BRI's Risk Management are available in the Sub Chapter "Operational Review".

#### Code of Conduct and Corporate Culture

#### **Code of Conduct Existence**

BRI's Code of Conduct describe basic principles of personal and professional behavior expected of BRI staff when they carry out their duties. This is an appropriate and trustable behavior standard for all of BRI's staff. BRI's Code of Conduct applies to all BRI workers in all of BRI's organizational levels.

BRI's Code of Conduct Policy was structured in 2003 and was revised in 2010. BRI's Code of Conduct implementation is backed up by the Whistleblowing system Mechanism (WBS-BRI), which BRI built as a medium to report breaches of the code of conduct and BRI's Disciplinary Rules policy, which stipulates types of breaches and mechanisms to settle breaches.

#### Elements of BRI's Code of Conduct

The elements of BRI's Code of Conduct are:

#### Compliance with Law and the Bank's Policies

- 1. All BRI staff must comply with legal rules and rules stipulated in Bank BRI's policies.
- 2. All BRI staff are not allowed to breach laws, rules or Bank BRI's policies for the sake of meeting profit targets
- 3. Criteria of an acceptable activity are not only seen according to activities of the competitor or other parties in the market. If a law or rule becomes irrelevant, or if competitors no longer comply with them, Bank BRI will keep prohibiting breaches of the law or rule.

#### Relationship with External Customers

- 1. Bank BRI provides product and/or services in which the bank has the permission to sell those products and/or services in accordance with the prevailing regulations.
- 2. BRI staff will give timely, adequate, clear and accurate information about products and/or services to customers.
- 3. Bank BRI is committed to constantly develop prime service quality by always prioritizing customer satisfaction and building long and mutually beneficial relationships.
- 4. Bank BRI upholds honesty in producing, using and selecting advertising and promotional methods, thus the success of the bank's products and/or services is due to their quality and Bank BRI's reputation, and not due to any internal fraud.

#### Relationship with local communities

- 1. Bank BRI and all BRI staff are committed to being good residents in all of the environments where BRI runs its businesses.
- Bank BRI has the responsibility to the local communities for resources usage in the form of money, human resources or energywisely.
- 3. Bank BRI supports the Bank's staff involvement in community activities, with education, arts and culture, religion, humanities and the environmental conservation sector as their priority.

#### Relationship with the Bank's Staff

- 1. All of Bank's staff must provide solutions for all challenges that would disrupt Bank BRI's efforts in carrying out its main policies.
- 2. Bank BRI will treat each Staff in an objective, transparent, equal and just manner.
- 3. Bank BRI will only manage the required personal information that is deemed as required.
- 4. Bank BRI tries to provide an encouraging work environment to increase productivity.

#### Bank Confidentiality

- 1. Bank BRI must maintain the community's trust.
- 2. Bank staff must maintain bank's and company confidentiality.

#### Integrity and Accuracy of Bank's Bookkeeping

- 1. Bank BRI's bookkeeping must produce an accurate, accountable report for the management, shareholders, customers and other stakeholders.
- 2. The Bank's staff is responsible in officially recording Bank BRI's business activities in an accurate, honest, comprehensive and timely manner.

#### Conflicts of Interests

- 1. The Bank's staffs are not allowed to position themselves in a position or situation that is likely to cause conflicts of interest between him or herself with Bank BRI or Bank BRI customers.
- 2. All of the Bank's staffs decisions should be taken for Bank BRI's best interests.
- 3. Each staff member must reveal to the management if he or she knows of an existing conflict of interest.
- 4. Each staff member is requested to be absent from bank BRI's decision making if it will cause conflicts of interests.

#### Contributions and Political Activities

Bank BRI does not allow its fund, facilities or resources to be donated for political campaigns, political fundraising or any political participation targets in any parts of the world.

#### Gifts

- 1. The gifts referred here is in a broad sense, includes money, goods, discounts, commissions, interest-free loans, travel tickets, accommodations, luxury trips, medication and other facilities accepted in the country or overseas and accepted using electronic facilities or without electronic facilities.
- 2. BRI staffs are not allowed to accept or give gifts that are not in accordance with prevailing legal regulations.

#### **Upholding BRI's Code of Conduct**

BRI's Code of Conduct applies to BRI's Board of Commissioners, Board of Directors and all of BRI staff in all of BRI's organizational ranks. This effort to apply and uphold BRI's code of ethics is carried out consistently in full awareness and in the form of behavior, commitment and regulations, including:

#### Statement of Compliance with BRI Code of Conducts

To apply the Code of Conducts effectively, BRI staff must read and understand the code, and they must sign the "Statement of BRI Staff Compliance with Code of Conduct".

#### **Management Commitment**

Affirmation of BRI's Management commitment not to accept and/or request gifts in any form for any reason from customers, debtors, business partners or any other third party in the media and Bank BRI's website.

#### Conflict of Interest's Annual Disclosure

An adjunct policy of BRI's Code of Ethics in the form of BRI's Manual in Settling Conflicts of Interests has been formulated. Therefore, each BRI staff member must make an annual disclosure regarding each year's conflicts of interests and each working unit must deliver transaction/decision reports containing conflicts of interests every quarter.

#### **Integrity Pact**

The publishing of an integrity pact for all of BRI's partners in goods and/or service provision.

#### **Anti-Fraud strategy**

BRI's anti-fraud strategy is a form of Bank BRI's commitment to control fraud, by giving zero tolerance to any form of fraud originating from inside or outside of BRI.

#### **Awareness Program**

BRI's Code of Conducts induction program is conducted for BRI's new workers through education programs in BRI's education centers. Socialization of the policy to the Bank's staffs was done continuously and consistently.

Socialization related to the code of conduct, such as BRI's anti-fraud strategy, compliance culture and service culture, is carried out in all of BRI's Working Units.

#### **Upholding the Corporate Culture**

#### 1. BRI's Corporate Culture

Core Values are important guidelines for the staff's behavior, in their relationships with the customers, fellow staff members, management and other external parties. They are BRI's corporate culture. BRI's core values include values categorized as follows:

- a. Integrity
- b. Professionalism
- c. Customer Satisfaction
- d. Being Exemplary
- e. Appreciation to Human Resources

BRI conducted its Corporate Culture revitalization in 2012, due to its increasing amount of staffs, business development demands and to support the internalization process in BRI's Working Units. BRI's corporate culture revitalization aims to increase the role of staff in facing future business challenges by possessing an attitude that is in line with BRI's Corporate Culture.

Several efforts to revitalize BRI's corporate culture include:

- a. Increasing the role of change leaders and change agents in each working units.
- b. Re-establishing change agent ratio.
- c. Tiered monitoring and evaluating, supported by a system.

#### 2. BRI's Service Culture

Service Culture covers the important values that define customer expectations. These values are used as guideline behavior in relationships with customers both internal and external. To uphold service culture, Bank BRI carries out the following programs:

- a. Service Culture's Kick Off as BRI's sub-corporate culture Kick Off meeting held in BRI's Head Office with the attendance of the Board of Directors, and all Head of Division. In the meeting, BOD and Division Heads were committed in realizing service excellence. This activity invites outside speakers to provide training and motivation about Service Culture.
- b. Socialization of Service Culture by using Video
  BRI's Service Culture Video, themed "Serving Sincerely" describes an entrenched service mindset and service
  excellence, in line with the saying, "It's not about how we do it, but why we should do it". The video has
  been sent to all working units to build awareness.
- c. Service Culture Workshop
   Workshops are conducted to formulate or codify BRI's service culture, which is part of BRI's corporate
   culture (Integrity, Professionalism, Customer Satisfaction, Being Exemplary, and Appreciation to Human Resources)

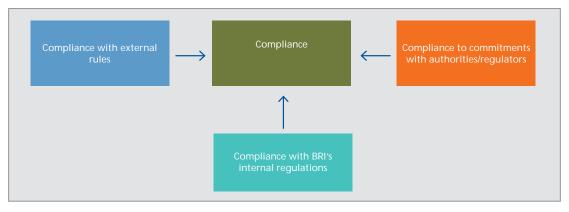
#### 3. Risk - Aware Culture

The implementation of a risk-aware culture is done through communication with all levels in the organization on the subject of the importance of effective internal control, through:

- a. Pocket-sized Quarterly Top 50 Risk Issues book, describing risk issues in working units and applying risk controls.
- b. Risk Management Functions in all Working Units to implement risk-aware culture, and establishing Risk Management Sections in all of BRI's Regional Offices.
- c. Risk Management Forum (FMR) as a forum in which head of working unit meet with their staff to discuss risks attached to business or operational activities. Results that need follow-ups and settlements from decision makers can be transferred to higher ranks.
- d. Risk Management Awareness Building.
- e. Correspondence with working units on the subject of improvement of internal control.

#### 4. Compliance Culture

Compliance Culture is described in BRI's Board of Directors' Policy, which binds all staff in BRI. The statement includes:



The main foundations to build a compliance culture among BRI's staffs and BRI's Working Units in Indonesia are as follows:



As of 2012, each working unit must carry out consistent awareness building regarding the implementation of BRI's Compliance culture. Every staff has a role to ensure that values, behavior and actions are in line with external policies, internal polices and commitments with regulators, and to actively convey information relating to compliance issues. The head/manager of working unit must be committed and able to provide examples in the implementation of the Compliance culture to his or her subordinates. This must be supported with the availability of policies in all working units as references for executing tasks that are relevant to staff duties and responsibilities.

#### 5. Anti-Fraud Culture

Anti-Fraud Culture implementation in BRI is done through Anti-Fraud Awareness, which is the effort to build awareness about the importance of fraud prevention among all related parties. Anti-Fraud Awareness execution is reported each quarter to the Compliance Division. Anti-Fraud Awareness is conducted through an awareness building program, the drafting of anti-fraud statements, employee awareness and customer awareness. Below is the Anti-Fraud Awareness Implementation:

- a. Drafting and Building Awareness of anti-fraud statements, BRI's Management states zero tolerance for each incident of fraud occurring in BRI Units. Anti-Fraud statements are stipulated in the Anti-Fraud Commitment signed by the Board of Commissioners, Board of Directors and all of BRI's Staff.
- b. Employee Awareness, including the publishing of Top 50 Risk issues Book and increased control in working unit Letters, Refreshment of Risk Management Function, Direct Awareness Building on Risk Management in BRI's Working Units and Risk Management Forum.
- c. Customer Awareness implemented through customer education to increase customer awareness and alertness on the subject of transaction security. Education is done through methods such as requesting working units to build frontliners' alertness towards unofficial fees and other fraud methods.

#### Number of internal fraud cases

Internal Fraud in 1 year	Number of cases by:					
	Executives		Permanent employees		Non-permanent employees	
	Previous year	Current Year	Previous year	Current Year	Previous year	Current Year
Total Fraud	-	-	141	286	12	38
Settled	-	-	49	86	6	12
In the internal bank process of settlement	-	-	74	175	5	18
Settlements not yet begun	-	-	4	-	-	-
Undergoing legal processes	-	-	14	25	1	8

#### **Transactions containing Conflicts of Interests**

Bank BRI is aware that the company's business activities are inseparable from the relationships and interactions between internal and external parties in the context of forming a sustainable cooperation. Thus, further regulations regarding business relationships conducted between BRI and its business partners are required, without setting aside ethics and Good Corporate Governance principles.

Regulations regarding the disclosure of parties having special relationships have been internally formulated in the form of the BRI Board of Commissioners and Board of Directors Joint Decision (SKB) No. S. 104-DIR/DKP/05/2012 dated 24 May 2012 on PT Bank Rakyat Indonesia (Persero) Tbk's General Guidelines for Settling Conflicts of Interests.

This Joint Decision means that each working unit is requested to identify and ensure that initiated and applied policies or procedures in the unit have met the regulations stipulated in the guideline and will not create transactions with conflicts of interest.

The Integrity Pact is one of BRI's forms of commitment to disclose transactions containing conflicts of interests. Teams providing goods and services must write and sign an Integrity Pact, which states matters such as:

- 1. Independency
- 2. Duty of Care and loyalty
- 3. Prudent person rule
- 4. Conflict of interest rule
- 5. Duty abiding the laws

Working Units must disclose transparency regarding transactions containing conflicts of interests. This includes the names and positions of those having conflicts of interests, names and positions of decision makers in transactions having conflicts of interests, types of transactions, transaction values and descriptions according to the rules. Each staff member, at the end of each year, must fill the annual disclosure regarding conflict of interests, in line with BRI's internal regulations.

There have been no transactions with parties having special relationships directly or indirectly related with the Bank's main activities, defined as conflict of interest transactions based on Bapepam-LK Regulation No. IX.E.1 on "Conflicts of Interest".

Name and Position of those having conflicts of interests	Name and position of decision makers	Type of transaction	Transaction Value (Million Rp)	Description (Not in line with the effective system and procedures)
		NIL		

#### Whistleblowing System

Regarding GCG Implementation, Bank BRI implements whistleblowing system through internal regulations stipulated in BRI's Board of Directors' Decree No. B.144-DIR/AIN/03/2009 dated 12 March 2009.

#### The existence of BRI's Whistleblowing System (WBS)

Bank BRI's Whistleblowing system/WBS was first initiated in 2009. It aims to create a favorable climate and encourages the reporting of matters that might cause financial and non-financial losses, including those that might damage the organization's image.

#### **WBS Management**

Bank BRI's Whistleblowing system (WBS) is directly managed by BRI's President Director.

Information about breaches that can be reported through WBS-BRI includes:

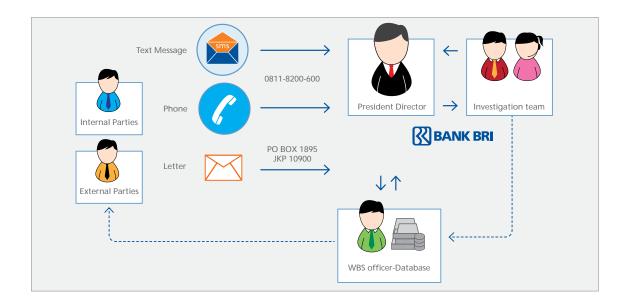
- 1. Fraud;
- 2. Deliberate Mistakes / neglect of obligations by the management
- 3. Illegal actions (the use of violence towards staff or leaders, blackmailing, drug usage, harassment, other criminal acts);
- 4. Violation of effective legal rules;
- 5. Breach of company's SOP;
- 6. Violation of BRI's Code of Conducts; or
- 7. Actions that endanger work safety and health or endanger the company's safety or cause losses for the company.

Reports of violations must be conveyed in a clear and accountable manner. They must, at the minimum, include:

- 1. The reported violation;
- 2. Parties involved;
- 3. Time Violation occurred;
- 4. Place where violation occurred;
- 5. Description of how it occurred; and
- 6. Evidence of violation

#### Reporting mechanism

The reporting mechanism, as one of BRI's instruments to support its anti-fraud strategy system, involves reporting to the President Director via phone call, text message or letter.



#### **Management of Reports**

The procedures for managing and following up on received reports/disclosures, are as follows:

- 1. President Director receives and conveys each violation report to the appointed WBS officer, who will verify data and gather initial evidence and process a receipt report.
- 2. The Board of Directors determines follow-up steps upon receipt of report. Further follow-up steps include:
  - a. Investigation by Internal Audit, if the report's substance is one that allows for such investigation.
  - b. Investigation by external investigators, if the substance of the report requires certain knowledge/competence/skill not possessed by Internal Audit team.
- 3. The investigation team conducts comprehensive investigation and presents the report's investigation results to the Board of Directors, who will make a decision regarding that report. The decision may include taking one of the following steps:
  - a. Halt procedure if the investigation result reveals that the report is incorrect or unproven.
  - b. Forward the investigation result to the Violation Case Discussions (PKP) forum, should the result reveal that the report was proven true.
  - c. Forward the violation that is under the general criminal category or corruption to investigators for further processing in line with BRI regulations and effective laws. Communication and Coordination with the team from the Legal Division will ensure that the gathered evidence from the investigation is adequate, thus can be submitted to the relevant authorities.

#### Whistleblower's protection

Bank BRI provides guarantee of protection and secrecy for every whistleblower in terms of:

- 1. Whistleblowers' identity (name, address, phone number, facsimile, e-mail address, working unit).
- 2. Protection from vengeful acts from those reported. Protection from pressures, delay in promotion, dismissal, legal suit, threats towards wealth and possessions, and physical assaults. The protection also applies to the whistleblower's family members.

#### Results of Report Processing (WBS usage and output)

Period	Reports received	Reports followed up	Reports stated as finished
2009	50	50	42
2010	111	111	79
2011	278	278	165
2012	772	772	503

<sup>\*</sup>Based on investigation/follow up reports

#### **Details of reports using WBS**

Report	Source	Whistleblower's identity		Reporting Media		Report Classification		
Internal	External	Available	Not Available	Text Message	Letter	Phone/Direct	Complaints/Input	Reports of Violation
634	138	329	443	626	140	6	532	249
	Total Reports						772	

#### Plans for future development

To be more effective at implementing the WBS-BRI, several development plans are drafted, such as:

- 1. Increasing internal and external awareness by disseminating information about the availability of WBS in each operational working unit and through the mass media.
- 2. Evaluating and perfecting WBS-BRI policies and reporting systems.

#### **Legal Cases**

#### Legal Cases Faced by BRI

2010	2011	2012
251	333	309

#### **Case Details**

2012 Quarters	Credits	Treasury & Investment	Operational and Services	Support	Total
Quarters I	81	0	1	2	84
Quarters II	56	0	0	4	60
Quarters III	75	0	2	0	77
Quarters IV	84	0	0	4	88
Total	296	0	3	10	309

#### **Legal Cases and Case Settlement Status**

Logal Cocco	Number of Cases				
Legal Cases	Civil	Industrial Relations			
Settled	96	6			
(already has permanent legal power)					
In the settlement process	303	6			

#### Legal Lawsuit and Lawsuit Settlement Status

Case Substance	Lawsuit regarding the cancellation of a collateral binding agreement by the owner of the collateral handed to BRI to guarantee the paying off the loan under the name PT Sido Bangun Plastic Factory, which has been declared bankrupt through Decision No 31/Pailit/2011/Surabaya Commercial Court Dated 6 December 2011
Case position	Processed in Court
Settlement Status	Currently in litigation, Lawsuit No: 20/Pdt.G/2012/PN.KPJ
Impact on Bank's financial condition	Has no direct effect on BRI's financial condition, because the plaintiff's (as owners of the collateral) lawsuit substance has no foundation to allow it to be granted by the judge.

To be socially responsible by fulfilling our obligation to all stakeholders through social investments to provide sustainable mutual benefits over the long term.

Total Disbursement for BRI Partnership, Program and Community Development (PKBL) stands

at Rp406.44 billion



# Corporate Social Responsibility



## Basis and Commitment

As the bank with the largest network reaching the most remote areas throughout Indonesia, BRI is committed to continuing to grow and develop together with surrounding communities. We strive for quality growth that is able to balance the efficacy in performance, as measured by profitability, in line with the success in protecting the environment and improving the quality of life of communities located in our operational areas.



This aim is reflected in our Company's mission statement "to provide profits and optimal benefits to our stakeholders", who consist of our customers, business partners, the government, shareholders, our employees and local communities, by maintaining environmental conservation. As for BRI, implementing social responsibility means making a social investment by strengthening our mutual relationships with local communities and collaborating with various parties such as the Government, NGOs, Mass Organizations and other community organizations.

Considering the importance of this social investment, BRI demonstrated its commitment to achieve the company mission related to social responsibility through the implementation of several strategic programs with the aim of:

- 1. Achieving harmonious relationships between the company and communities.
- 2. Assisting the growth and the development of small businesses and cooperatives that are independent, resilient and competitive in order to increase employment rate through professional management.
- 3. Establishing small businesses and supporting cooperatives development that can provide long-term reciprocal relationships with the Company's business through the channeling of partnership funds and sustainable development, with prioritization in the aspects of equality, independence, professionalism and ethics.
- 4. Participating in the environmental conservation program while, at the same time, helping to improve local people's quality of life in the areas of education, health and welfare.

Based on the achievement of the strategic objectives through the implementation of this social responsibility program, the Company prepared a series of programs on corporate social responsibility, which involved and gave added value to our customers, employees, business partners, shareholders and local communities, for the nation and the environment in a balanced way.









BRI always strives to benefit local communities in alignment with BRI's business development.



### Responsibility toward Consumers/Customers

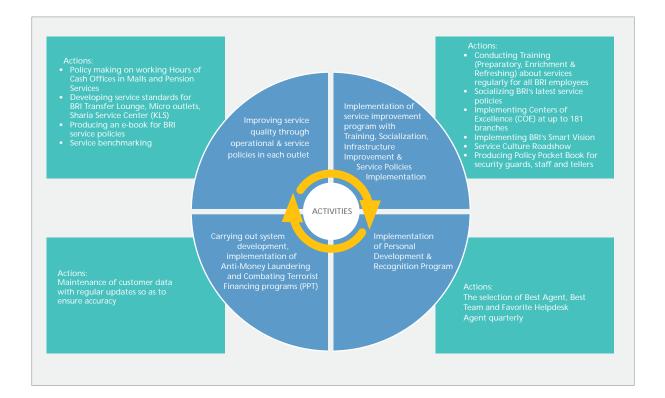
The implementation of the social responsibility program to our customers, which consists of depositors, borrowers and other banking services customers - is achieved by providing a range of products and banking services that meet their needs, as well as enabling access through our conventional banking network and our e-channel network, which is connected in real time online.

Descriptions of different elements within the overall program can be found in the following sections: "Products and Services", "Operational-Marketing Highlights", and "Management Discussion and Analysis-Business Overview".

In order to provide information on the complete range of BRI products and banking services, BRI has established the following resources:

- Development of BRI website, namely www.bri.co.id
   On the website, BRI customers can find in-depth information about products and services that we offer.
- 2. BRI Contact Center
  Through BRI's Contact Center, customers are able to obtain further information about BRI including product information, marketing programs and the latest BRI services. They can also submit any complaints they may have in relation to BRI services.
- BRI Mobile Banking
   Related to its recent development, customers may enjoy easy access to BRI's banking services as well as get information about products and BRI's ATM network, including finding the nearest ATM location in real time online.





In addition to the above actions, BRI has also made other efforts in Improving accessibility to its networks, both conventional and e-channel.

#### These efforts include:

- 1. Opening an additional 977 Offices, 7,000 ATMs and 13,125 Electronic Data Capture (EDC) units
- 2. Investing in BRI's technology infrastructure, including:
  - a. Establishing two Data Centers that operate in parallel so as to reduce the possibility of a "system crash", which could adversely affect customer transactions.
  - b. Having a Disaster Recovery Center, to reduce the impact of losses in an unexpected event.
  - c. Utilizing the latest software system, in order to increase the accuracy of our banking transactions.

#### **Customer Complaints Procedure**

In its day-to-day activities, BRI strives to fulfill the needs of its customers appropriately up to a high standard. However, given the ongoing innovations and infrastructure developments, BRI has anticipated the possibility of dissatisfaction among some of its customers by establishing a centralized complaint-handling system to facilitate its customers in submitting complaints about BRI products or services.

In the event of a customer complaint being received, BRI will follow up on it and aims to resolve the issue within the time limit specified in the Service Level Agreement (SLA). Customer complaints can be easily submitted through the following Multi-Contact Channels:

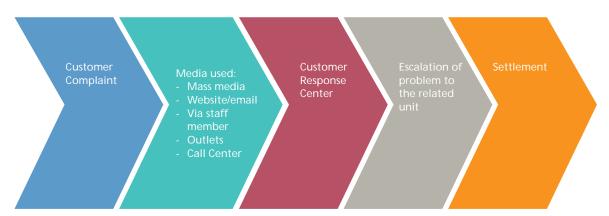
Channel	Contact
Telephone	14017/500017/ 021-57987400
Premium Service	0800 1 017017/021-5758899
Facsimile	021-579 33 045
Website	www.bri.co.id
E-mail	callbri@bri.co.id or contactcenter@corp.bri.co.id
Internet Banking	https://ib.bri.co.id
Mail	Customer complaint can be sent by mail to: - the nearest BRI outlets; or - Contact Center Service Department BRI Head Office
Print and Electronic Media	Customer complaint can be submitted through print and electronic media
Face to face	Customer can express complaint by means face to face directly to BRI's Customer Service Officer in the nearest BRI outlets

#### **Customer Complaints Settlement Rate**

Year	Complaints received	Complaints followed up	Complaints resolved	Complaints in - process*
2011	173,728	173,728	170,263	3,465
2012	168,672	168,672	165,192	3,482

 $<sup>^{\</sup>star}\text{Complaints}$  in process will be followed up during the subsequent time period.

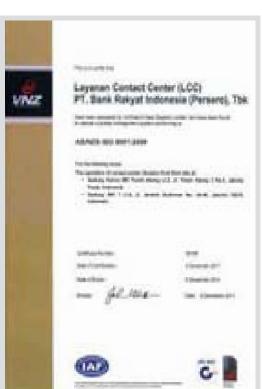
#### **Customer Complaints Procedure**



#### **Financial Impact**

BRI capital investment in 2012, which was allocated specifically to further enhance service quality and to expand BRI's network, totaled Rp1.45 trillion. (See also a rundown of capital expenditure in the "Financial Review" section).





# Responsibility for Manpower and Health and Safety at Work

A description of how we implement corporate responsibility toward our employees can be found in the Sub-Chapter, "Review of Operations-Human Resource Management".

#### Health and Safety at Work

BRI recognizes that health and safety at work must be one of the Company's top priorities in order to establish a work environment that supports the achievement of the company's optimal targets. Good working conditions have been achieved as BRI's employees have the assurance of knowing that their health and safety while at work are guaranteed.

BRI's operational activities are generally carried out in office areas, whether those offices comprise high-rise buildings, shops or mobile units. The majority of BRI's activities take place in areas that are not considered dangerous, except for e-channel mobile units that have IT support, which must move to designated points in areas that are relatively safe. Activities in open spaces normally only occur when reviewing BRI-funded development projects and in carrying out routine visits to customers.

Given that the majority of BRI activities take place inside buildings, health and safety at work is promoted by primarily focusing on the implementation of a basic program to prevent the risk of workplace accidents and to ensure the health of workers. This basic program includes:

- Training in evacuation procedures from multi-story buildings.
- 2. Basic training in the use of fire extinguishers.
- 3. Exercises for security officers in rescuing victims from inside a building.
- 4. Other relevant basic training.

In addition to these basic programs, and still within the framework of protecting employees from workplace accidents, BRI has a strict policy that employees must always follow the safety procedures detailed by their project owner whenever there is a field review. Besides this, the entire BRI workforce is protected by work accident insurance when carrying out work visits.

BRI also applies a standard work safety program by equipping all of its operational facilities, whether in mobile units, shops or multi-story buildings, with basic safety equipment that is necessary and adequate. BRI also requires that information on evacuation routes in case of emergency is provided at all events organized by external parties at BRI Head Office, the BRI Building.

In order to mitigate an emergency in which an employee is suddenly taken ill while in the office, the company provides healthcare facilities in the form of oxygen tubes and First Aid boxes that are available at all BRI work units.

Currently, all BRI employees receive several amenities in relation to health and safety:

- BRI provides special benefit packages to employees to maintain their health and/or to receive medical treatment. The company covers all expenses, within reasonable limits.
- BRI also organizes annual General Medical Checkups (GMC) for its staff, which is a preventive measure to ensure good health among its employees.
- 3. Subsidies are provided for eyeglasses so as to optimize employee performance.
- All BRI employees are included as beneficiaries of the Workers' Social Security (Jamsostek) scheme.



In guaranteeing quality health services for BRI employees, especially those at our Head Office, BRI works in conjunction with BRIMedica (a subsidiary of the BRI Pension Fund) to provide medical health checks. In addition to that, we have 2 (two) Ambulances on standby at BRI Head Office to offer first aid assistance in the event of an accident.

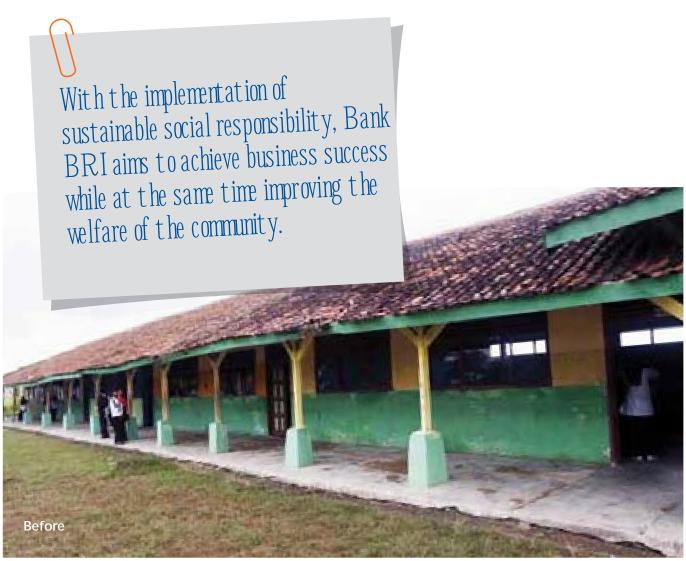
#### **Financial Impact**

Implementation of the training and provision of basic safety equipment does not result in a material impact on BRI finance.



Name: BRI Medica
Location: BRI I Building, Jakarta
Operating Hours: 08.00 – 16.30WIB
(Western Indonesia Time)
Doctors: 3 (General Practitioners)
Health services: medical examinations,
drug prescriptions and delivery, and
laboratory checks.







# Responsibility for the Environment

BRI's operations does not include material processes or other physical processes that result in changes to the earth's surface. Nevertheless, BRI remains committed to participating in activities - both direct and indirect - that are aimed at saving the environment.

Active participation by BRI includes green initiatives, sponsoring environmental events, direct assistance via the Environmental Development scheme to environmental activities, and so on. Several activities that have already been carried out are:

- Donated 5,000 mangroves for planting to the Jakarta Maritime and Agriculture Office.
- 2. Established a pilot seaweed cultivation project, using both free foundation and floating methods.
- 3. Provided assistance for a biogas installation program at BRI's Regional Office in Yokyakarta.
- Donated 1,000 fruit trees for an event led by singer lwan Fals to celebrate BRI's 117th anniversary.

(Further information can be found at Social Responsibility - Environmental Development - BRI Cares about Nature Conservation)

BRI's indirect participation toward environmental conservation includes adopting policies that aim to reduce the negative impact of our operations on the environment. Besides having a positive effect on environmental conservation, our policies also help to make our operational activities more effective and efficient.

Operational policies that indicate BRI's commitment toward the environment include:

- A "paperless" system in our administrative work in order to reduce the amount of paper consumed, which is supported by a fully integrated information technology system.
- A policy to save electricity, including the use of energy-saving lights and maintaining reasonable room temperatures in all offices.
- A policy to test operational vehicles to reduce emissions.
- A policy to replace technical equipment in collaboration with an authorized, competent company that manages hi-tech waste products.
- A policy to offer investment or working capital loans only to those industries that do not endanger or damage the environment.
- A policy to save water by using recycled water as part of good governance at BRI Head Office.

#### **Financial Impact**

The amount of funding spent on our environmental policies in relation to nature conservation totaled Rp0.79 billion.

# Responsibility toward the Community

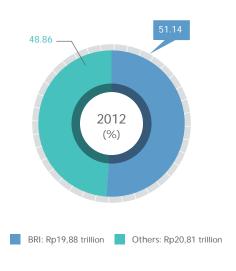
BRI's corporate social responsibility toward the community takes many forms, including:

- 1. Programs Loan Distribution, comprising:
  - KUR (People Business Loans)
  - Other Programs Loan (KKPE, KUT etc)
- 2. Implementation of Corporate Social Responsibility activities, comprising:
  - Company CSR Program
  - Partnership Program and Community Development (PKBL)

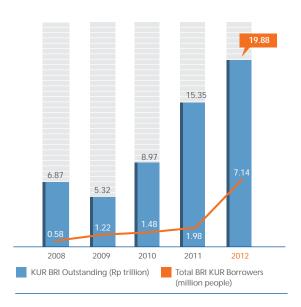
#### **People Business Loan Distribution**

People Business Loans, which are commonly referred as KUR, consist of loan/financing by banks to Micro and Small Enterprises that are considered feasible but not yet bankable; in other words, small businesses that have good business prospects and are able to repay their loans. Currently, 6 (six) national banks offer such people business loans, namely BRI, BNI, Bank Mandiri, BTN, Bukopin and Bank Syariah Mandiri along with 26 Regional Development Banks.

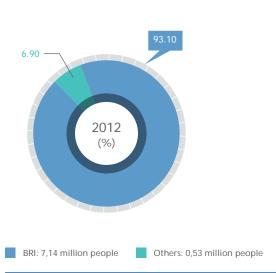
KUR (People Business Loans) Outstanding BRI to National



#### **BRI People Business Loan Distribution**



#### Total Borrowers: BRI to National



BRI has become one of the Government's strongholds in the field of providing People Business Loans, which is due to BRI's competitive advantage in the form of Indonesia's largest banking network in real time time online outlets, as well as its wealth of experience in micro business. Taken together, these factors enable BRI to easily distribute loans, while also maintaining loan quality.

From a national perspective, BRI People Business Loans accounted for 48.86% of the total nominal distribution of KUR nationally, as well as reaching 93.10% of the total number of borrowers across the country.

#### **Financial Impact**

During 2012, BRI served more than 7.14 million people with total People Business Loans amounting to Rp59.30 trillion. In December 2012, BRI People Business Loans outstanding totaled Rp19.88 trillion, an increase of 30.71% compared with 2011, when Rp15.21 trillion worth of outstanding loans was recorded. At the end of 2012, the total number of People Business Loan borrowers was 2.20 million, up by 11.68% from the year before that recorded a total of 1.97 million borrowers. BRI managed People keep Business Loan quality below 3%, and at the end of 2012 recorded non-performing loans (NPL) level of 2.04%.

These figures highlight the significant role that BRI plays in enhancing financial inclusion in Indonesia and how, in an indirect way, BRI helps to raise living standards within those communities that are located in BRI operational areas.

#### **Other Programs Loan**

As a bank with branches and outlets in all regions across Indonesia, BRI is at the forefront of supporting regional economic growth. Taking that into consideration, BRI has a very important role in determining the success of each program loan.

With the aim of supporting food security in Indonesia, BRI provided loans within Food Security and Energy, Warehouse Receipt Subsidy, and Bio-Energy Development and Plantation Revitalization programs, all of which follow a Non-Partnership Model. The Food Security and Energy loan scheme has already helped many farmers, livestock farmers, fishermen and fish farmers to increase their production levels.

#### **Financial Impact**

Up to end of 2012, BRI disbursed Food Security and Energy loans to 18,609 Groups of Farmers/Livestock Farmers/Land Cultivators/Cooperatives to increase their agricultural production. Total outstanding loans rose 24.87% from Rp1.97 trillion in 2011 to Rp2.46 trillion in 2012.

# Corporate Social Responsibility Program







BRI's CSR program entails corporate social responsibility aimed at improving social conditions among communities surrounding company areas. In 2012, BRI focused its CSR efforts upon the structure of environments within communities, especially housing facilities, which constitute one of their primary needs. BRI collaborated with Gadjah Mada University (UGM) and NGO Rumah konomi Rakyat to renovate houses that were unfit for occupancy. This program, which was supported by CSR grant funding, used a concept of community participation, which in practice meant that work was carried out based on the needs of the community and with the physical help of community members themselves. Given the limits on funding, time and manpower, the involvement of the community proved invaluable in helping to fill the gaps. In terms of determining appropriate designs for the houses, the community helped a great deal by forwarding their ideas and information based on their needs. Extracting exactly what people wanted became an important task for the design consultants so that they could arrive at detailed yet functional designs. Programs such as this one have been conducted in several different areas including Limboto, Gorontalo Province; Soreang, Bandung Regency; Denpasar, Bali Province; Wates, DI Yogyakarta Province; and Barabai, South Kalimantan Province.

### Partnership Program and Community Development (PKBL)

PKBL comprises social responsibility as mandated by BRI's shareholders and is implemented in accordance with State-Owned Enterprises Ministerial Regulation

Number PER-20/MBU/2012 dated 27 December 2012 on Amendments to SOE Ministerial Regulation No. 05/MBU/2007 on SOE Partnership Program with Small Businesses and Community Development Program.

Funding, which is allocated every year for PKBL activities, is decided at BRI's Annual General Meeting of Shareholders (AGM). In 2012, the total allocation of funds to realize the PKBL program was taken from BRI's 2011 operational income, following a decision made at the AGM on 28 March 2012, amounting to Rp603.32 billion (4% of net income for 2011).

The total realization of funds for the PKBL during 2012 reached Rp398.98 billion, which consisted of Partnership Fund disbursements of Rp145.97 billion and Community Development Fund disbursements of Rp253.01 billion.

### Renovating Derelict Houses

Implementation: Kricak village – Yogyakarta Aim: Renovating houses that are unfit for

habitation together with building community participation and a spirit of mutual assistance

**Renovated Houses: 34** 

Construction Period:

April - December 2012

Manager

Design Consultant:

Professors & Students of faculty of Architecture, UGM

Renovators: Local community

#### Partnership Program

The BRI Partnership Program is a financing and assistance program for micro and small businesses including cooperatives that are commercially feasible, but can not utilize BRI's commercial credit scheme. In practice, BRI views the implementation of the partnership program as part of its efforts to achieve the company's mission, namely "To carry out best banking practice by prioritizing services to micro, small and medium enterprises in order to bolster the local economy".

This program aims to increase productivity within micro and small businesses in order that they may become strong businesses in the future. Partners within this Lending Partnership are embryonic BRI customers, that one day will be BRI commercial customers.

In addition to providing financing facilities with light terms and conditions via its Partnership Program, BRI also offers an entrepreneurship development program to its partners. This development program is implemented in various forms, including fostering basic entrepreneurial knowledge, basic knowledge on marketing products, and promotional activities on product marketing by engaging partners at varieties of micro business product exhibitions at regional, national and international levels. Participating at these exhibitions not only allows developing partners to gain new insights but also gives them an opportunity to expand the awareness of their products.

Considering that these developing partners are embryonic BRI customers, the process and selection for offering partner financing is carried out carefully and in a way that is appropriate with the Company's long-term plans. Bearing in mind the importance of efficiency in development, control and ease of marketing, BRI now focuses more on channeling funds to clusters of specific businesses.

By following this pattern of cluster formation, in 2012 BRI disbursed partnership program funding to 2,431 developing targets, bringing the total number of developing partners assisted through the end of 2012 to 19,980. The total amount of partnership loan funds disbursed reached Rp143.71 billion, an increase of 232.74% compared with 2011 when Rp43.19

billion worth of funding was disbursed. Besides this, Rp2.26 billion of partnership development funding was disbursed.

The following table details the disbursement of partnership loans during 2012 according to economic sector.

Business sectors	Realization (in billion Rp)	Composition (%)
Industry	5.26	3.66
Trade	48.11	33.48
Agriculture	9.39	6.53
Livestock	9.29	6.47
Plantation	50.09	34.86
Fishery	7.94	5.52
Services	10.62	7.39
Others	3.00	2.09
Subtotal	143.71	100.00
Cultivation Fund	2.26	
Total	145.97	

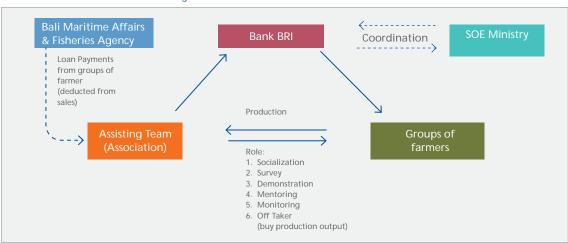
Audited data

### Community Empowerment Program - Seaweed Farming Cluster in Nusa Lembongan

One of the business clusters as mentioned above comprises seaweed cultivators in Nusa Lembongan, Bali. Community empowerment through establishing and cultivating seaweed is carried out via a pilot Seaweed Cultivation project, which has 12 cultivators using the Free Foundation Method and another 12 using the Floating Method, as well as via assisting the cultivation and establishment of a Seaweed Cluster. BRI assists these farmers in collaboration with the Bali Association of Seaweed Farmers, and academics.

Benefits derived from this Empowerment Program include:

- The production of better quality seaweed, resulting in an increased selling price from the previous Rp3,000/kg to Rp5,000/kg
- 2. An increase in production capacity, achieved with the help from BRI's Partnership Loans
- The formation of a business group, which shortens
  the chain and improves the farmers' access to
  markets as the Bali Association of Seaweed Farmers
  collects the seaweed that is produced.



Flow chart: BRI's Community Empowerment Program through Seaweed Cultivation on the Island of Nusa Lembongan

#### **BRI Cares**

The BRI Cares program, which is a realization of the bank's Community Development Program, aims to improve the social conditions and quality of life of communities located in BRI operational areas. In line with SOE Ministerial Regulation No. PER-05/MBU/2007 dated 27 April 2007, which was amended by SOE Ministerial Regulation No. PER-20/MBU/2012 dated 27 December 2012, forming the legal foundation for the implementation of the PKBL program, delivery of the BRI Cares program is divided into 6 (six) areas, namely public facilities, education, health promotion, religious service, nature conservation and providing assistance to victims of natural disasters.

In line with the PKBL implementation aims, one of which is to aid community welfare by cultivating economic capacity, the implementation of the BRI Cares program prioritizes three main areas that are expected to provide long-term mutual support through the distribution of partnership funding. The three areas comprise health, education and public facilities.

In executing the Community Development program, BRI has joined the SOE Cares program besides carrying out its own process of disbursement via its BRI Care program. During 2012, the realization of funds disbursed for Community Development consisted of Community Development BRI Cares funds of Rp79.06 billion and Community Development SOE Cares funds of Rp173.95 billion with recapitulation as follows.

Community Development Disbursement	2012 Realization In billion Rp	Composition of BRI Cares
BRI Cares	79.06	100.00%
Public Facilities	11.86	15%
Natural Disasters	0.85	1.08%
Education	37.98	51.24%
Health	19.04	20.84%
Religious Service	8.14	10.35%
Nature Conservation	1.19	1.48%
SOE Cares	173.95	
Total	253.01	

#### **BRI Cares for Public Facilities**

BRI helps to repair and build public facilities that are needed by local communities. These include repairs to traditional markets, which are carried out as part of BRI Cares Public Makets activities, construction of and repairs to sanitation facilities, repairs to transportation facilities, and so on. Total BRI Cares funds disbursed in 2012 for public facilities totaled Rp11.86 billion.

#### **BRI Cares for Natural Disasters**

As part of its efforts to help victims of natural disasters, BRI assists with emergency response through its work units that are closest to locations hit by natural disasters. In 2012, BRI distributed Rp852 million to help fund natural disaster mitigation efforts. This financial aid paid for food, clothing, medicine, blankets and other emergency needs.

#### **BRI Cares for Education**

As a company that recognizes the importance of good quality education for each generation, BRI strives to provide benefits and enhance educational quality with its BRI Cares for Education program. In 2012, financial assistance channeled through this program amounted to Rp37.98 billion. This assistance took the form of scholarships, renovation of school buildings and the provision of school facilities for students and schools in need.

#### **BRI Cares for Public Health**

One of the ways in which BRI helps to improve the quality of public health in Indonesia is by playing a role with its BRI Cares Health activities. The total amount of funding disbursed in 2012 for health-related activities was Rp19.04 billion. This aid took the form of offering free health services at more than 147 BRI work units as part of the bank's 117-year anniversary celebrations, providing assistance to mobile community health centers, ambulance procurement, establishing integrated health posts, and other activities.

#### **BRI Cares for Religious Service**

Within a framework of providing amenities for religious worship and to enhance the quality of the spiritual lives of communities around the bank's work units, BRI strives to prepare and offer development assistance and to repair places of worship, as well as other forms of religious service. Total aid channeled through the BRI Cares Religious Service program in 2012 amounted to Rp8.14 billion, which was aimed at improving the quality of religious worship.

#### **BRI Cares for Nature Conservation**

Activities carried out by BRI to protect the environment and improve air quality were implemented with the

participation of BRI's entire workforce, who planted productive trees on land surrounding BRI outlets. In 2012, Rp1.19 billion was disbursed to cover these activities.

### SOE Community Development SOE Cares Program

BRI allocated 30% of available Community Development funds to the SOE Community Development Cares program to help implement environmental activities as determined by the Ministry of SOE. In 2012, the total amount of Community Development aid disbursed reached Rp173.95 billion, which was used specifically to fund low-cost grocery markets program in all provinces across the country and nature conservation in East Nusa Tenggara province.

#### Impact of Regulation Amendment

The passing of SOE Ministerial Regulation No. PER-20/MBU/2012 dated 27 December 2012 concerning Amendments to SOE Ministerial Regulation No. PER-05/MBU/2007 on the SOE Partnership Program with Small Businesses and the Environment Development Program has provided a new legal foundation regarding the implementation of the PKBL. The new regulation introduces several changes, the most significant of which relates to the PKBL funds that are set aside from Company Net Income based on the decision at the AGM. The new regulation stipulates that the entire allocation will become funds for SOE PKBL Development, superseding the previous practice of allocating a 30% portion of the total funds available to the SOE Community Development Cares program.

SOE Ministerial Regulation No. PER-05/ MBU/2007 dated 27 April 2007

PKBL fund allocation:

- 70% to SOE PKBL Development
- 30% to SOE Cares Program



SOE Ministerial Regulation No. PER-20/ MBU/2012 dated 27 December 2012

allocated to SOE PKBL Development

# Corporate Data





- Profile of Board of Commissioners
- Profile of Board of Directors
- Profile of Board of Commissioners' Committees
- Profile of Corporate Secretary
- Profile of Head of Internal Audit
- List of Senior Officials
- Office Address
- Outlets
- Contact Address

## Profile of Board of Commissioners



#### **Bunasor Sanim**

Indonesian, 67 years old. Bunasor Sanim assumed the position of Independent Commissioner on May 19, 2005, and was appointed as President Commissioner/Independent Commissioner of Bank Rakyat Indonesia (BRI) on May 30, 2006. He was reelected as President Commissioner/Independent Commissioner on April 28, 2011.

Bunasor Sanim is a lecturer for graduate and postgraduate programs at Bogor Institute of Agriculture (IPB) and is active in numerous organizations, including the Indonesia Muslim Scholars Association (ICMI) as an Experts Council member, the Indonesia Agricultural Economy Association (Perhepi) as an Advisory Council member, International Center for Analysis of Finance and Economic (InterCAFE) as an Advisory Council member, Indonesia Islam Banks Association (Asbisindo) as an Advisory Council member, Indonesia Fertilizer Council as deputy chairman and the Indonesia Organic Agriculture Society (Maporina) as deputy chairman. He served as Consortium Coordinator on Agriculture and Natural Resources at the SEARCA-SEAMEO (1989-2002) and Senior Scientist Partnership—a joint partnership between IPB and the University of Gottingen, Germany.

Bunasor Salim holds an engineer's degree in agricultural social economics from IPB (1972) and a Master's degree in agricultural economics from the University of the Philippines Los Banos (1982) and a PhD in resources economy from the University of the Philippines Los Banos (1986). He completed a post doctoral program at the Harvard Institute of International Development (HIID), Harvard University, Cambridge, the United States (June – July 1994).



#### Mustafa Abubakar

Indonesian, 63 years old. He has served as Deputy President Commissioner of BRI since March 28, 2012. He served as State-Owned Enterprises Minister from 2009 to 2011, State Logistics Agency President Director from 2007 to 2009, Aceh Governor from 2005 to 2007 and Maritime and Fisheries Ministry Inspector General from 1999 to 2001.

He holds an engineer's degree in maritime resources management (1977), a Master's degree in maritime technology (2002) and a doctoral degree in maritime technology (2004) from IPB.





#### **Vincentius Sonny Loho**

Indonesian, 55 years old. He has served as Commissioner of BRI since March 28, 2012. He is currently the Inspector General at the Ministry of Finance. He also served as the Director for Accounting and Reporting at the Ministry of Finance's Treasury Directorate General from 2008 to 2011, the Director of Finance Supervisory on Public Service Agencies (BLU) at the Ministry of Finance's Treasury Directorate General from 2006 to 2008, and the Head of Consolidation and Financial Reporting Sub-Directorate at the Ministry of Finance's Treasury Directorate General from 2004-2006.

He holds a diploma from the State Accounting College (STAN) (1980), a bachelor's degree from STAN (1987) and a master's degree in public management from Carnegie Mellon University, Pittsburgh, the United States (1998).

#### **Hermanto Siregar**

Indonesian, 49 years old. He has held his position as a Commissioner of BRI since April, 28, 2011. He is currently the Vice Chancellor for Resources and Development and the Professor of Economics at the Bogor Institute of Agriculture (IPB). He is also a member of the National Economy Committee (KEN), the Head of the Indonesia Agricultural Economy Association (PERHEPI) and a Member of the Indonesia Economics Graduates Association's (ISEI) Central Board. He had served as an Independent Commissioner of PT Permodalan Nasional Madani (PNM) (2007), the President Commissioner of PNM (2008 - 2011), Secretary General of PERHEPI (2007 -2011), Secretary General of Asia Pacific Agricultural Policy Forum (2007-2009), Member of Statistics Society Forum (2007-2009) and the Director for Management and Business Postgraduate Program at IPB (2005-2008).

He holds an engineer's degree from IPB's Agriculture Faculty (1986), a Master's degree in Agricultural Economics from the University of New England, Armidale, Australia (1991) and a doctoral degree in Economics from Lincoln University, New Zealand (2003).





#### Heru Lelono

Indonesian, 57 years old. He has served as a Commissioner of BRI since May 20, 2010. He had previously served as Managing Director at PT Telesera (Rajawali Corp) (1995 – 1998) and Director of Business Development at PT Bukit Jaya Abadi Surabaya (1993 – 1995). He is currently a member of the President's special staff team.

He holds a bachelor's degree in architecture from Soegijapranata Catholic University (1983).

#### **Aviliani**

Indonesian, 51 years old. She has serving her second term as an Independent Commissioner of BRI since May 20, 2010, and started her first term in May, 2005. She is currently the Secretary of the National Economy Committee (KEN), the Chairwoman of the Indonesia Society of Independent Commissioners (ISICOM), a member of Perbanas Central Board, a member of Sharia Economy Society's (MES) Experts Council, a member of the Indonesia Economics Graduates Association (ISEI) Central Board, a member of the Indonesia Muslim Intellectuals Association's (ICMI) Finance and Investment Division, Advisor for Indonesia – Singapore relations at the Indonesia Chamber of Commerce (KADIN) and Advisor at the Indonesia Listed Companies Association. She served as the Director of Institute for Development of Economics and Finance (INDEF) (2004-2005), Head of Management Department at Paramadina University, Faculty of Economics (2002-2005), Lecturer at STIE Perbanas School of Economics and other universities (1986-2005), Secretary at Consortium of Private Universities' Community Service Bodies (2000-2003), and Deputy Head for Finance and Human Resources at STIE Perbanas (2000-2002).

Aviliani holds a bachelor's degree in economics from Atmajaya University, Jakarta (1985), a master's degree in business administration from the University of Indonesia (1995) and a doctoral degree in business management from IPB (2012).





#### **Adhyaksa Dault**

Indonesian, 49 years old. He assumed his position as an Independent Commissioner of BRI in May 20, 2010. He served as Youth and Sports Minister (2004-2009) and a commissioner at several companies (1995-2002).

He holds a bachelor's degree from Trisakti University, Law School (1989), a master's degree in society development from the University of Indonesia (1999) and a doctoral degree in marine engineering from IPB (2007).

#### **Ahmad Fuad**

Indonesian, 58 years old. He has served as a Commissioner of BRI since March 28, 2012. He previously served as Director of Legal Affairs at Bank Indonesia (2008 – 2012), Director of Banking Investigation and Mediation at Bank Indonesia (2005 – 2008) and Deputy Director of Legal Affairs at Bank Indonesia (2001 – 2005).

He holds a bachelor's degree in law from the University of Indonesia (1982) and an MBA in finance from the University of Adelaide, Australia (1995).

## Profile of Board of Directors





#### Sofyan Basir

Indonesian, 54 years old. He served as the President Director of BRI for a first term from May 17, 2005, and was reelected for a second term on May 20, 2010. He served as President Director of Bank Bukopin after serving as Commercial Director, Group Head Line of Business and Head of numerous branches in Indonesia's major cities. He started his banking career in 1981 with Bank Duta before joining Bank Bukopin in 1986.

He holds a diploma from Trisakti Accounting School in 1980 and a bachelor's degree in Economics from the Ganesha School of Economics in Jakarta in 2010. In December 2012, Trisakti University awarded him with a Doctor Honoris Causa in Economics. He joined a number of training courses in banking both inside and outside the country, including training for risk management executives in Denpasar; Islamic Finance Forum in Switzerland; Business Continuity Planning seminar, Ernst & Young; Bank Leadership School (SESPIBANK) in Jakarta; Strategy Development Session, IBM; and Structuring Loans and Short Term, The Institute of Banking & Finance.

#### Sarwono Sudarto

Indonesian, 60 years old. He assumed his position as a Director of BRI on May 30, 2006, and was reelected for a second term on April 28, 2011. He started his career in BRI in 1976 and has assumed various positions, including Head of Treasury Department, Head of Planning and Strategy Division, Head of Internal Audit, Head of Retail Business Division, Deputy Head of Accounting Management and Finance Division, Head of BRI Palembang Sriwijaya Branch, Guest Officer at Sanwa International Finance Ltd. Hong Kong, Treasury Manager and Chief Dealer at BRI Finance Ltd. Hong Kong.

He holds a bachelor's degree in Business Administration from Diponegoro University in Semarang, Central Java (1975), an MBA from Tulane University in New Orleans, the United States (1987), and a doctoral degree in management from Jakarta State University (2011). He participated in numerous training sessions, including training in capital market in Tokyo; Risk Management Certification—BSMR in Singapore; Assessor at BNSP Risk Management Competence Certification; National Resilience Institute (Lemhamnas), Bank Leadership School (SESPIBANK) (Jakarta); Credit Manager and Organization Management; BRI Representative on microfinance seminar in Thailand, APEC Meeting in Chile (2004), and in a number of roadshows or investor conferences in London, Hong Kong and Singapore.







### **Achmad Baiquni**

Indonesian, 55 years old. He has served as a Director of BRI since May 20, 2010. He started his career in banking with BNI in 1984 and assumed a number of managerial posts, including Director of Small-Medium-Sharia Businesses, Director of Corporate Business, Director of Consumer Business, and Head of Personal Business Management Division.

He holds a bachelor's degree in Economics from Padjadjaran University in Bandung, West Java (1982) and a master's in Business Management from the Asian Institute of Management in Makati, the Philippines (1992). He participated in a number of training sessions, courses and seminars on banking, including Risk Management in Retail Banking-BSMR (the Netherlands); Executive Training for Directors - The Wharton School of The University of Pennsylvania (the United States); Bank Indonesia's Executive Risk Management Certification - BSMR (Singapore); Retail Banking Conference -LAFERTY (Singapore); Asian Bankers Surveyor Program - Bank of New York (New York); and Bank Leadership School (SESPIBANK) -IBI (Jakarta); BRI Representative in various roadshows and investor conferences in London, New York, Singapore, Tokyo, Hong Kong and the Middle East.

### **Sulaiman Arif Arianto**

Indonesian, 54 years old. He was appointed as a Director of BRI for Small-Medium Enterprises on May 30, 2006, and as Director on Oct. 12, 2009. He was reelected for a second term on April 28, 2011. He started his career at BRI in 1983 and has assumed various posts, including Head of Agribusiness Division, Head of General Business Division, Head of Denpasar Regional Office and Head of Jakarta Regional Office.

He holds a bachelor's degree in Animal Husbandry from IPB (1981) and an MBA from the University of New Orleans, the United States (1991). He represented BRI in a number of organizations, such as APRACA, UN advisor for Inclusive Financial System and Micro Finance Network. He spoke in numerous international seminars on small-medium enterprises, including the Asian Banking Forum (Jakarta), APEC SME Working Group (Bali), Financial Technology Conference (Singapore). Microfinance Sustainability. APRACA (Kunming), APO Forum, Micro Banking and Risk Management Workshop (Beijing), Asia Pacific Regional Microcredit Summit (Bali) and International Microfinance Conference (IMC) 2012 in Yogyakarta. He also represented BRI in several investor conferences held inside and outside the country, including in the United States, Hong Kong and Singapore

### A. Toni Soetirto

Indonesian, 54 years old. He was appointed as a Director of BRI in 2006 and was reelected for a second term on April 28, 2011. He started his career in banking in Bank Duta in 1983 and in 1985 he joined with Bank Bukopin. He previously served various positions in Bank Bukopin, including Director of Commercial Business, Director of Risk Management and Compliance, and Group Head of Credit and Marketing Financial Institutions.

In 1981, he graduated from IPB with a bachelor's degree in Agribusiness. He had participated in a number of training sessions, courses and seminars in banking, such as CRM and Intelligence Banking EFMA (Barcelona); the Future Face of Marketing (Australia); Self-Service Banking, EFMA (Barcelona); the Branch of the Future, EFMA (Barcelona); Structured Trade and Export Finance in Asia Conference, Euromoney, JP Morgan and Citigroup (Singapore); the Strategic Board, Australian Institute of Company Director (Australia); Comparative Study for Trade Financing and Risk Management - Deutsche Bank (Germany); and Certified Wealth Manager - Erasmus Huis Netherlands (the Netherlands).







### **Lenny Sugihat**

Indonesian, 56 years old. She assumed her position as a Director of BRI in 2006 and was reappointed for a second term in April 28, 2011. Her career in banking started with BRI in 1981. She has previously served various managerial posts, including Head of Non-Performing Loans Settlement and Restructuring Division, Head of Agribusiness Division and Head of Planning and Strategy Division.

She holds a bachelor's degree in Fisheries from IPB (1979) and an MBA from University of Houston, the United States (1993). She has participated in various trainings, including Credit Risk Management BRI - Citibank; the Advanced Management Program for Overseas Bankers (the United States); Problem Loan and Loan Syndication Training (Sydney); Bank Leadership School (Bank Leadership School (SESPIBANK) (Jakarta); Strategic Management in Banking Programme (France); the World Bank Conference "The Role of State-Owned Banks" (the United States); Risk Management Certification - BSMR (Denpasar); World Bank/IMF 2002 Annual Meeting (the United States); "Program Management Office" Seminar (Jakarta); the 33rd Asean Banking Council Meeting (Bali); Rethinking the East Asia Miracle (World Bank Jakarta); "Bank Management and Basel II Capital Requirements" Seminar (Jakarta); and Assessor of Training for Competency Test by BNSP (Jakarta).

### Asmawi Syam

Indonesian, 57 years old. He was appointed as a **Director** of BRI on September 5, 2007, and was reappointed for a second term on March 28, 2012. He first joined BRI in 1980 and served various managerial posts, including Head of General Business Division, Head of Consumer Banking Division, Head of Bandung Regional Office, and Head of Denpasar Regional Office.

He holds a bachelor's degree in Economics from Hasanuddin University in Makassar, South Sulawesi (1979), and a master's degree in Management from Padjadjaran University in Bandung, West Java (2003). He participated in various training courses in banking, such as State-Owned Enterprises to World Class Competitors, Creative Innovative and State-Owned Firms (the Philippines); Card and Payment - European Financial Management Marketing EFMA (France); Restructuring and State-Owned Enterprises Performance Improvement (Jakarta); Strategic Leadership - Mastercard International (Bangkok); World Congress on IT Information (Australia); Asset and Liability Management; Credit Risk Management & International Banking (Brussel); and Bank Leadership School (SESPIBANK) (Jakarta).

### Suprajarto

Indonesian, 56 years old. He was appointed as a **Director** of BRI on Sept. 5, 2007, and was reelected for a second term on March 28, 2012. He started his banking career in 1983 and had served various managerial posts, such as Head of Jakarta Regional Office, Head of Corporate Secretary Division, Deputy Head of Jakarta Regional Office, and Head of several BRI branches in major cities across the country

He holds a bachelor's degree in Economics from the National Development University (UPN) in Yogyakarta (1982) and a master's degree in Management from Padjadjaran University in Bandung, West Java (2001). He has participated in various training sessions on banking, including Customer Relationship Management (Paris); the Branch of the Future seminar (Barcelona); the 5th Annual Asia Pacific Mobile Payments (Bangkok); Bank Leadership School (SESPIBANK) (Jakarta); Management Executive Development: Marketing seminar (Sydney); Delivery Channel Strategy the Branch and Beyond Seminar (Kuala Lumpur); and Branch of the Future Revamping the Branch for the Technology Driven World seminar (London).

Investors







### Djarot Kusumayakti

Indonesian, 55 years old. He was appointed as a Director of BRI on May 20, 2010. He started his career in banking when he joined BRI in 1983 and filled various managerial positions, including President Director at PT BTMU BRI Finance, Head of Credit Risk Analysis Division, Deputy Head of Jakarta Regional Office, Deputy Head of Semarang Regional Office, and Deputy Head of Padang Regional Office.

He holds a bachelor's degree in Corporate Economics from Indonesian Islamic University (1982) and a master's degree in Financial Management from Airlangga University in Surabaya, East Java (2000). Training sessions and courses joined include; Bank Leadership School (SESPIBANK) - LPPI (Jakarta), Credit Risk Management Training (Semarang); Senior Banker Development Course - Bank of America (Jakarta), Risk Management Certification and Financial Lecture - Bisnis Indonesia (Jakarta). He acted as BRI Representative on microfinance seminar in "The Key to Success in Sustainable Microfinance Programs in Microfinance Network" (MFN) 17th Meeting Conference Rivena Maya in Cancun (Mexico), and a speaker at the seminar "The Role of Microsaving on Sustainable Microfinancing in Global Microcredit Summit" in Valladolid (Spain).

### Randi Anto

Indonesian, 51 years old. He has served as a Director of BRI since April 28, 2011. He has filled several managerial positions with the bank such as Head of Human Resources Management Division, Head of Palembang Regional Office, Head of Credit Administration Division, and Head of Compliance and Risk Management Division.

He holds a bachelor's degree in Economics from Diponegoro University (1984) and an MBA from St. Louis University, the Unites States (1994). He participated in various training sessions on banking, including Pro Active Operational Risk Management (Jakarta), Bank Leadership School (SESPIBANK) (Jakarta), World Class Leadership Mentoring Coaching (Jakarta) and Credit Appraisal for Small Medium Individu (Tokyo).

### **Gatot Mardiwasisto**

Indonesian, 59 years old. He was appointed as a Director of BRI on September 28, 2011. He had previously served as Director of Pharmaceutical Commercial Business, the Ministry of PBUMN & BKPM, Director of Finance of PT Kliring Berjangka Indonesia (Persero), Assistant Deputy of Banking Business at State-Owned Enterprises and Commissioner of Bank Tabungan Negara (BTN).

He holds a bachelor's degree in Economics/ Business Law from the University of Indonesia (1985) and a master's degree in Management from Ecole Superieure Lyon Prancis (1989). He has participated in various training courses, including Property Appraisal (Taiwan), Urban Finance and Taxation (Taiwan), Financial Management by Institute International d'Administration Public (Paris), Strategic Planning (Jakarta), Privatization and Corporate Governance of State-Owned Enterprises workshop (Jakarta), International Conference Bara Risk Forum 2010 (Bali), Executive Risk Management Refreshing Program (Paris), the seminar "Sharpening Leadership for Senior Executive" (Jakarta) and Global Islamic Finance Forum (Kuala Lumpur).

# Profile of Board of Commissioners' Committees

Exclude Board of Commissioners

### **Audit Committee**

### H.C. Royke Singgih

Indonesian, 52 years old. He has served as an Audit Commissioner since October 2005. He is a registered accountant, and previously worked for PT Bank IFI Jakarta, PT PAN Indonesia, Bank Jakarta and PT Krakatau Steel in Cilegon, Banten.

He holds a bachelor's degree in Accounting from Gadjah Mada University in Yogyakarta (1986), a master's degree in Finance and Banking from the University of Indonesia in Jakarta (2000). He is certified for the predoctoral program in Strategic Management at University of Indonesia, Jakarta (2004) and holds a doctoral degree in Business Management from IPB (2012).

### Dedi Budiman Hakim

Indonesian, 48 years old. He has served as a member of the Audit Committee since November 2005. He is currently a lecturer at IPB and is a researcher with IPB's Center for Applied Economics and Finance.

He holds a bachelor's degree in Agricultural Economics from IPB (1988), a master's degree in Agricultural Economics from Massey University, Palmerston North, New Zealand (1994) and a doctoral degree in Agricultural Economics from Georg-August-Universitaet Goettingen, Germany (2004).

### **Syahrir Nasution**

Indonesian, 60 years old. He has served on the Audit Committee since November 2008. He is a registered accountant, and had worked for the State Audit Bureau on Finance and Development (BPKP) Jakarta until 1990, and then worked as an auditor for BRI between 1990 – 2008, and also served as the Inspector at BRI Jakarta Regional Audit Office.

He holds a bachelor's degree in Accounting from the Finance Institute, Ministry of Finance, Jakarta (1981).

### **Risk Management Supervisory Committee**

### Ridwan Darmawan Ayub

Indonesian, 50 years old. He has served as a member of the Risk Management Supervisory Committee since 2006. He had previously filled various positions at Bank International Indonesia.

He holds a bachelor's degree in Social and Political science from the Parahyangan Catholic University in Bandung, West Java (1985) and a master's degree in Financial Management from Mercu Buana University, Jakarta (2008).

### I Gde Yadnya Kusuma

Indonesian, 58 years old. He has served as a member of the Risk Management Supervisory Committee since July 2010. He has filled various positions at Bank Indonesia and had served as Director for Research and Analysis at the Center of Financial Transaction Reports and Analysis (PPATK).

He holds a bachelor's degree in economics from the Swadaya School of Economics in Jakarta (1993) and a master's degree in economics from the University of Indonesia, Jakarta (2006)

### Pamuji Gesang Raharjo

Indonesian, 44 years old. He has served as member of BRI's Risk Management Supervisory Committee since September 2011. He previously served the same position from 2007 – 2010. He has filled various positions at Bank Negara Indonesia (BNI), Bank Danahutama, Bank Internasional Indonesia, and served as General Manager for Risk Management in the State Pawnshop Operator (Perum Pegadaian) (June 2010 – March 2011). He also serves as lecturer at the Indonesian Banking Development Institute (LPPI).

He holds a bachelor's degree in Economics from Prof. Dr. Moertopo University in Jakarta (1996) and a master's degree in Risk Management from the University of Indonesia in Jakarta (2003). He is completing a doctoral program in Management and Business at IPB (2010).

### Nomination and Remuneration Committee

### Ganefi

Indonesian, 49 years old. She has served various positions at BRI since 1989 and currently serves as Head of Human Resources Policy and Management Division.

She holds a bachelor's degree in Fiscal Administration from the University of Indonesia in Jakarta (1989) and a master's degree in Business from Monash University in Australia (1994).

### Kanyatama P. Mulyono

Indonesian, 40 years old. He has served as a member of the Nomination and Remuneration Committee since November 2009. He previously worked as an auditor at Bank Haga and at public accounting office KPMG. He was also a consultant and a lecturer at the Management Institute, Faculty of Economics at the University of Indonesia (LM-FEUI).

He holds a bachelor's degree in Economics from the University of Indonesia (1996) and a Master's degree in Industrial and Organizational Psychology from the University of Indonesia (2004).

### Asep Ikhsan Iskandar

Indonesian, 40 years old. He has served as a member of the Nomination and Remuneration Committee since November 2009. He has been working at BRI since 1998 and has filled various posts. He is currently a member of the Human Resources Operations Division.

He holds a bachelor's degree in Accounting from Pasundan University in Bandung, West Java.

### **Profile of Corporate Secretary**

### Muhamad Ali

Indonesian, 47 years old. He acts as Corporate Secretary since January 1, 2010, as stipulated in Board of Directors Decree No.20-DIR/12/2009 signed on Jan. 14, 2010. He holds a bachelor's degree in Law from Gadjah Mada University (UGM) in Yogyakarta in 1987 and joined BRI on June 2, 1988. He previously served as the Deputy Head of Corporate Secretary Division in 2008 and the Chief of Board of Directors Bureau in 2009.

His appointment as Corporate Secretary has been reported to Bank Indonesia in compliance with Bank Indonesia Regulation No.11/1/PBI/2009 dated Jan. 27/2009 on General Banks and has been reported to the Capital Market and Financial Institutions Supervisory Agency (Bapepam-LK) and Indonesia Stock Exchange in letter No.B.02/SKP/DHI/01/2010 dated January 27, 2010, on corporate-secretary appointments.

### **Profile of Head of Internal Audit**

### Ali Mudin

Indonesian, 55 years old. He has served as Head of Internal Audit BRI since September, 2008. He has worked for BRI since 1990 and has served various positions, including Head of Logistics Division, Head of Aceh Regional Office, Head of Legal Division, and Head of BRI Branches in numerous cities. He has been tasked with filling various positions, such as Commissioner at PT Beringin Karya Sejahtera (2006-2009) and President Commissioner at PT Asuransi Jiwa Beringin Jiwa Sejahtera (2009 – now).

He holds a bachelor's degree in Law from Padjadjaran University in Bandung, West Java (1981) and a master's degree in Marketing Management from Padjadjaran University (2006). He has participated in various training sessions and courses on banking inside and outside the country, including the European Conference Amsterdam; Internal Audit A'la Carte (2012); Int'l Conference: Auditing through Leadership; Atlanta – USA (2010) and seminar of "Enhancing Internal Audit's Role: Gaining Stakeholder's Confidence through the Global Economic Crisis", Bali (2009).

# Head of Division

Head of Credit Administration Divison	Arief Tjatur Widodo
Head of Agribusiness Divison	Kuswiyoto
Head of Finance and Management Accounting Division	Irwan Rinaldi
Head of Credit Risk Analysis Division	Susy Liestiowaty
Head of SOE Business Division 1	M. Sodo Harisetyanto
Head of SOE Business Division 2	Benni O. Kailani
Head of International Business Division	Isnen Sutopo
Head of Micro Business Development Division 1	Tri Wintarto
Head of Micro Business Development Division 2	Johanes Saragih
Head of Micro Business Policy & Development Division	Agus Katon ES
Head of Business Program & Partnership Business Division	Teten Djaka Triana
Head of Retail & Medium Business Division	Khairullah
Head of General Business Division	Dedy Ihsan*
Head of Funding and Service Division	Widodo Januarso
Head of Education and Training Division	Retno Surdini
Head of Institution Relations Division 1	I Komang Sudiarsa
Head of Institution Relations Division 2	Agus Noorsanto
Head of Legal Division	Hadi Susanto
Head of Micro Business Network Division	Anita Retnani*
Head of Retail Business Network Division	R. Sophia Alizsa
Head of Credit Card Division	Mohamad Helmi
Head of Compliance Division	M. Jarot Eko Winarno
Head of Consumer Loans Division	Joice Farida Rosandi
Head of Service Division	Luki Presisa Budi Utami
Head of Fixed Assets Management & Property Procurement Division	Wisto Prihadi
Head of Goods & Services Procurement Division	Sunuaji Noor Widiyanto
Head of Risk Management Division	Rico Rizal Budidarmo
Head of Marketing Communication Division	A. Firman Taufick
Head of Human Resources Policy & Development Division	Ganefi
Head of Human Resources Operational Division	Siswarin Dwi Hendarsapti
Head of Contract Workers & Outsourcing Division	Denny Arsamanggala
Head of Strategic Planning & Business Development Division	Hexana Tri Sasongko
Head of Loans Restructuring & Recovery Division	Edi Priyono*
Head of Operational Center Division	Edy Utomo
Head of Corporate Secretary Division	Muhamad Ali
Head of Treasury Division	Henri*
Head of Information Systems & Technology Division	Zulhelfi Abidin

<sup>\*</sup> Interim Officer

## Senior Executives

Insp	ector	
1.	Inspector of Bandung Region	Windiartono
2.	Inspector of Banjarmasin Region	Sutardjo
3.	Inspector of Denpasar Region	Suindiyo
4.	Inspector of Jakarta 1 Region	Hartono Sukiman
5.	Inspector of Jakarta 2 Region	Sulistianto
6.	Inspector of Jakarta 3 Region	Umi Haryati
7.	Inspector of Makassar Region	Yan Budiatmoko
8.	Inspector of Jayapura Region	Wahyu Waluyo
9.	Inspector of Malang Region	Saptono Siwi
10.	Inspector of Manado Region	Siswanto
11.	Inspector of Medan Region	M. Fankar Umran*
12.	Inspector of Padang in Pekanbaru Region	Khairi Setiawan
13.	Inspector of Palembang Region	Rusli Witjahjono
14.	Inspector of Semarang Region	Zainudin Mappa
15.	Inspector of Surabaya Region	Mudjiharno
16.	Inspector of Yogyakarta Region	Eka Sriyantini
Hea	d of Regional Office	
1.	Head of Banda Aceh Regional Office	Abing Rabani
2.	Head of Bandung Regional Office	Pardiman
3.	Head of Banjarmasin Regional Office	Zainuddin Latif
4.	Head of Denpasar Regional Office	Irianto
5.	Head of Jakarta 1 Regional Office	Mohammad Irfan
6.	Head of Jakarta 2 Regional Office	Albert Radjagukguk
7.	Head of Jakarta 3 Regional Office	Eko Wahyu Andriastono
8.	Head of Jayapura Regional Office	Priyastomo
9.	Head of Makassar Regional Office	Adhy Kusnandar
10.	Head of Malang Regional Office	Mardiwibawa
11.	Head of Manado Regional Office	Osbal Saragi Rumahorbo
12.	Head of Medan Regional Office	Endra Sasmito Soengkowo
13.	Head of Padang Regional Office	Achmad Chumaidi
14.	Head of Palembang Regional Office	Budi Satria
15.	Head of Pekanbaru Regional Office	I Made Suprateka Y.
16.	Head of Semarang Regional Office	Achmad Chairul Ganie
17.	Head of Surabaya Regional Office	Donsuwan Simatupang
18.	Head of Yogyakarta Regional Office	Triyana
Ное	d of Overseas Branch	
неа 1	BRI New York Agency	Haru Koesmahargyo
	Did New Tork Agency	Hara Roesmanargyo
Hea	d of Special Branch Office	
1	Special Branch Office	Sis Apik Wijayanto
	•	

# Office Address

Office	Address	City	Telephone	Facsimile
Head Office	Gedung BRI I JI. Jend. Sudirman No. 44-46	Jakarta	(021) 2510244, 2510254	(021) 2500065, 2500077
Banda Aceh	JI. Cut Meutia No 17	Banda Aceh	(0651) 22822 (hunting)	(0651) 23487, 22352
Medan	Jl. Putri Hijau No. 2A	Medan	(061) 45256666, 4528323	(061) 4525601
Padang	Jl. Bagindo Azis Chan No. 30 (sementara) Jl. Dr. Moh. Hatta No. 01, Pauh	Padang	(0751) 31964-68, 31970, 31970/(sementara) (0751) 778907	(0751) 778905
Pekanbaru	Jend Sudirman Blok E Kavling No.01, Rt.01, Rw.01, Kel. Simpang Tiga, Kec. Bukit Raya	Pekanbaru	(0761) 44494, 35351, 33149	(0761) 44533, 34875
Palembang	Jl. Kapten A. Rivai No.15	Palembang	(0711) 313411	(0711) 312262
Jakarta 1	JI. Veteran No. 8	Jakarta Pusat	(021) 3840802	(021) 3453685
Jakarta 2	Gedung Wilma 2 Lt.I Gatot Subroto Kav. 9 - 11	Jakarta Selatan	(021) 52920581, 52920585	(021) 52920586, 52920587
Jakarta 3	JI S.Parman Kav. G No.9-11, Slipi	Jakarta Barat	(021) 53653470 (hunting), 53653467-69, 53653473-74	(021) 5481766
Bandung	JI. Asia Afrika No. 57-59	Bandung	(022) 4200356 (hunting)	(022) 432038, 4200348, 4200368
Yogyakarta	JI. Cik Ditiro No. 3	Yogyakarta	(0274) 520270, 561403	(0274) 514166
Semarang	Jl. Teuku Umar No. 24	Semarang	(024) 8440728, 8440729, 8440730, 84418146	(024) 84473154, 8318463
Surabaya	Gedung BRI Tower Lt. 20 Jl. Jend Basuki Rahmat No.122-138	Surabaya	(031) 5324230	(031) 5324033, 5324044, 5324840, 5324322
Malang	JI. A Yani Ruko De Panorama Square Kav. A6-A7	Malang	(0341) 474949 (hunting)	(0341) 474944, 474945, 474935
Denpasar	JI. Dr. Kusumaatmaja No. 1	Denpasar	(0361) 228715, 221979, 236231	(0361) 234796, 264858, 225791
Banjarmasin	JI. Jend. A.Yani KM 3,5 No. 151	Banjarmasin	(0511) 3250256/57, 3268350	(0511) 3251649, 3252992
Makassar	JI. Achmad Yani No. 8	Makassar	(0411) 3613174, 3612931	(0411) 3655351
Manado	JI. Sarapung No. 4-6	Manado	(0431) 863592, 863378, 863778	(0431) 862779
Jayapura	Gedung Pelni 1 & 2 Lt 1 & 2 Jl. Raya Argapura No.15	Jayapura	(0967) 524470, 524453	(0967) 524452
Special Branch Office	Gedung BRI II JI. Jend. Sudirman No. 44-46	Jakarta	(021) 5713105	(021) 5707570
- BRI New York Agency - BRI Cayman Island	140 Broadway 36th floor New York	New York	(212) 3793840-3845	(212) 3793850
BRI Representative Office Hong Kong	Tower 2 Lippo Centre 89 Room 1115, 11/F, Queensway, Admiralty	Hong Kong	(85) 2 25271318	(85) 2 28613693

# Outlets

	BANDA ACEH REGION
10	Branch Office
13	Sub Branch Office
10	Cash offices
132	BRI Unit/Micro Outlet
24	TerasBRI
4	Mobile Teras

	MEDAN REGION
21	Branch Office
32	Sub Branch Office
18	Cash offices
244	BRI Unit/Micro Outlet
66	TerasBRI
6	Mobile Teras

	PADANG REGION
13	Branch Office
6	Sub Branch Office
8	Cash offices
137	BRI Unit/Micro Outlet
30	TerasBRI
4	Mobile Teras

	PEKANBARU REGION
17	Branch Office
16	Sub Branch Office
15	Cash offices
130	BRI Unit/Micro Outlet
43	TerasBRI
6	Mobile Teras

	PALEMBANG REGION
30	Branch Office
31	Sub Branch Office
18	Cash offices
345	BRI Unit/Micro Outlet
80	TerasBRI
8	Mobile Teras

	JAKARTA I REGION
26	Branch Office
50	Sub Branch Office
60	Cash offices
90	BRI Unit/Micro Outlet
40	TerasBRI
3	Mobile Teras

	JAKARTA II REGION
30	Branch Office
57	Sub Branch Office
62	Cash offices
177	BRI Unit/Micro Outlet
53	TerasBRI
4	Mobile Teras

	JAKARTA III REGION
31	Branch Office
50	Sub Branch Office
37	Cash offices
217	BRI Unit/Micro Outlet
71	TerasBRI
6	Mobile Teras

	BANDUNG REGION
30	Branch Office
37	Sub Branch Office
57	Cash offices
583	BRI Unit/Micro Outlet
134	TerasBRI
8	Mobile Teras

	YOGYAKARTA REGION
33	Branch Office
32	Sub Branch Office
47	Cash offices
578	BRI Unit/Micro Outlet
149	TerasBRI
8	Mobile Teras

	SEMARANG REGION
22	Branch Office
26	Sub Branch Office
45	Cash offices
397	BRI Unit/Micro Outlet
97	TerasBRI
7	Mobile Teras

SURABAYA REGION			
23	Branch Office		
32	Sub Branch Office		
18	Cash offices		
277	BRI Unit/Micro Outlet		
89	TerasBRI		
6	Mobile Teras		

MALANG REGION			
20	Branch Office		
28	Sub Branch Office		
15	Cash offices		
485	BRI Unit/Micro Outlet		
134	TerasBRI		
6	Mobile Teras		

	DENPASAR REGION
30	Branch Office
20	Sub Branch Office
12	Cash offices
261	BRI Unit/Micro Outlet
83	TerasBRI
6	Mobile Teras

	BANJARMASIN REGION			
28	Branch Office			
24	Sub Branch Office			
19	Cash offices			
241	BRI Unit/Micro Outlet			
63	TerasBRI			
5	Mobile Teras			

	MAKASSAR REGION
36	Branch Office
21	Sub Branch Office
15	Cash offices
311	BRI Unit/Micro Outlet
89	TerasBRI
7	Mobile Teras

	MANADO REGION
14	Branch Office
17	Sub Branch Office
15	Cash offices
177	BRI Unit/Micro Outlet
37	TerasBRI
4	Mobile Teras

	JAYAPURA REGION
13	Branch Office
10	Sub Branch Office
10	Cash offices
67	BRI Unit/Micro Outlet
22	TerasBRI
3	Mobile Teras

Note:

Exclude 389 Cash offices to serve drive licence, vehicle tax & vehicle title payment in Police offices

### Contact Address



PT Bank Rakyat Indonesia (Persero) Tbk.

### **HEAD OFFICE**

BRI Building I

JI. Jenderal Sudirman No. 44-46

Jakarta 10210 - Indonesia

Phone. (62-21) 251 0244, 251 0254 Facsimile. (62-21) 250 0065, 250 0077

### **CORPORATE SECRETARY**

BRI Building I

Jl. Jenderal Sudirman No. 44-46

Jakarta 10210 - Indonesia

Phone. (62-21) 575 1966

Facsimile. (62-21) 570 0916

### WEBSITE

www.bri.co.id

### **EMAIL**

humas@bri.co.id





PT Bank Rakyat Indonesia (Persero) Tbk. and Subsidiaries

Consolidated financial statements with independent auditors' report December 31, 2012, 2011 and 2010



### **BANK RAKYAT INDONESIA (PERSERO)**

### KANTOR PUSAT

Januarial Suctionary No. 44 - 45 Trumia Pos. 1044/1000 Juliana 10210 Telepon. 621 2510244, 2510254, 2510264, 2510209, 2510279 Faksand: 021/2500077 Kawat: KANPLESSIII Teiex: 65293, 85456, 65459, 65401

### BOARD OF DIRECTORS' STATEMENT REGARDING

THE RESPONSIBILITY FOR THE CONSOLIDATED FINANCIAL STATEMENTS AS OF AND FOR THE YEARS INDED DECEMBER 31, 2012, 2011 AND 2010 PT BANK RAKYAT INDONESIA (PERSERO) Thi; AND SUBSIDIARIES

### We, the undersigned:

L. Name : Djarot Kusumayakri

Office Address : Jl. Jenderal Sudirman No. 44-46 Jakasta 10210 Residential Address : Jl. Hana Tisah raya No. 13-15 South Jakarta

Telephone: : 021 - 575 1713 Title : Director

2. Name : Achmad Haiguni

: Jl. Jenderal Sodirman No. 44-46 Jakarta 10210 Office Address Residential Address: i: Jl. Taman Wijaya Kusuma III/21C South Jakarta

Telephone 1:021 - 575 1741 Title : Director

#### Declare that:

- 1. We are responsible for the preparation and the presentation of the consolidated financial statements of PT Bank Rakyat Indonesia (Persero) Thk and Subsidiaries;
- 2. PT Bank Rakyut Indonusia (Persero) Thk and Subsidiaries' consolidated financial statements have been prepared and presented in accordance with Indonesian Financial Accounting Standards;
- 3. a. All information in the consolidated financial statements of PT Bank Rakyat Indonesia (Persero) This and Scheidiaries has been disclosed in a complete and truthful manner;
  - b. PT Bank Rakyat Indonesia (Persero) Tbk and Subsidiaries' consolidated fluoreial statements do not contain any material incorrect information or facts, nor do they omit material information or facts:
- 4. We are responsible for PT Bank Rakyat Indonesia (Persero) Thk and Subsidiaries' internal control system.

This is our declaration, which has been made truthfully.

Jukarta, January 15, 2013.

For and on behalf of the Board of Directors'

Djarot Kommayakti

Director

Achmod Baiquoi Director

# PT BANK RAKYAT INDONESIA (PERSERO) Tbk AND SUBSIDIARIES CONSOLIDATED FINANCIAL STATEMENTS WITH INDEPENDENT AUDITORS' REPORT DECEMBER 31, 2012, 2011 AND 2010

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### Purwantono, Suherman & Surja

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This report is originally issued in the indonesian language.

Independent Auditors' Report

Report No. RPC-3167/PSS/2013

The Shareholders, Boards of Commissioners and Directors PT Bank Rakyat Indonesia (Persero) Tbk

We have audited the consolidated statements of financial position of PT Bank Rakyat Indonesia (Persero) Tbk (herein referred to as "BBI") and Subsidiaries as of December 31, 2012, 2011 and 2010, and the related consolidated statements of comprehensive income, changes in equity and cash flows for the years then ended. These consolidated financial statements are the responsibility of BRI's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We did not audit the financial statements of BRI's overseas branches whose combined total assets and net income constitute 1.47% and 0.28% of BRI's total assets and net income, respectively, for the year ended December 31, 2010. Those statements were audited by other independent auditors, whose reports with unqualified opinions had been furnished to us and our opinion, insofar as it relates to the amounts included for those overseas branches, is based solely on the reports of the other independent auditors.

We conducted our audits in accordance with auditing standards established by the Indonesian institute of Certified Public Accountants. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the consolidated financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall consolidated financial statements presentation. We believe that our audits and the reports of the other independent auditors provide a reasonable basis for our opinion.

In our opinion, based on our audits and the reports of the other independent auditors, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of BRI and Subsidiaries as of December 31, 2012, 2011 and 2010, and the results of their operations and their cash flows for the years then ended in conformity with indonesian Financial Accounting Standards.

The accompanying consolidated financial statements are prepared in accordance with BRI's plan to conduct US Dollar Bond Public Offering.

Purwantono, Suherman & Surja

Peter Suria, CPA

Public Accountant Registration No. AP,0686

January 23, 2013

The accompanying consolidated financial statements are not intended to present the financial position, results of operations and cash financial scandings with accounting principles and practices generally accepted in countries and jurisdictions other than induresia. The standards, procedures and practices to audit such consolidated financial statements are those generally accepted and applied in indonesia.

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### PT BANK RAKYAT INDONESIA (PERSERO) Tbk AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF FINANCIAL POSITION December 31, 2012, 2011 and 2010

(Expressed in millions of Rupiah, unless otherwise stated)

	Notes	2012	2011	2010
ASSETS				
Cash	2a,2c	13,895,464	10,525,973	9,975,712
Current Accounts With Bank Indonesia	2a,2c,2g,4	42,524,126	33,040,418	19,989,683
Current Accounts With Other Banks	2a,2c,2e,2f, 2g,5,43	4,842,146	5,533,225	5,658,116
Allowance for impairment losses	29,5,45	(171)	(61)	(63)
		4,841,975	5,533,164	5,658,053
Placements With Bank Indonesia And Other Banks  Allowance for impairment losses	2a,2c,2e,2f, 2h,6,43	66,242,928 -	73,596,656 (300)	83,272,390 (250)
		66,242,928	73,596,356	83,272,140
Securities  Allowance for impairment losses	2a,2c,2e,2f,2i, 7,23,24,43	41,137,640 (760)	33,919,026 (1,510)	22,516,173 (1,510)
		41,136,880	33,917,516	22,514,663
Export Bills Allowance for impairment losses	2c,2e,2f,2j,8, 43	5,934,772	4,828,569 <u>-</u>	741,757 (7,418)
		5,934,772	4,828,569	734,339
Government Recapitalization Bonds	2c,2e,2i,9, 23,43	4,315,616	8,996,026	13,626,463
Securities Purchased Under Agreement To Resell	2c,2u,10	9,550,521	9,383,298	501,381
Derivatives Receivable	2c,2f,2af,11	28,850	17,818	87,870
Loans	2c,2e,2f, 2k,12,43	350,758,262	285,406,257	246,964,238
Allowance for impairment losses		(14,677,220)	(15,951,531)	(13,991,454)
		336,081,042	269,454,726	232,972,784
Sharia Receivables And Financing Allowance for impairment losses	2e,2f,2 <i>I</i> ,13,43	11,248,281 (237,645)	9,108,715 (138,441)	5,524,968 (111,376)
		11,010,636	8,970,274	5,413,592

### PT BANK RAKYAT INDONESIA (PERSERO) Tbk AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF FINANCIAL POSITION (continued) December 31, 2012, 2011 and 2010

(Expressed in millions of Rupiah, unless otherwise stated)

	Notes	2012	2011	2010
ASSETS (continued)				
Acceptances Receivable	2c,2e,2f,2m,	4.700.404	4 000 470	000 070
Allowance for impairment losses	14,43	4,786,121 -	1,692,176 -	666,878 (6,669)
	-	4,786,121	1,692,176	660,209
Investment In Associated Entities	2c,2e,2f,			
Allowance for impairment losses	2n,15,43	197,278 (536)	165,225 (536)	135,776 (1,888)
		196,742	164,689	133,888
Premises And Equipment	2o,2p,16			
Cost Accumulated depreciation		7,218,807 (4,414,441)	5,990,344 (4,137,526)	5,405,013 (3,836,068)
Net book value	-	2,804,366	1,852,818	1,568,945
Deferred Tax Assets - net	2ag,36c	2,024,911	2,631,958	2,295,101
Other Assets - net	2c,2f,2p,2q,2r, 17	5,961,840	5,293,505	4,880,779
TOTAL ASSETS		551,336,790	469,899,284	404,285,602

### PT BANK RAKYAT INDONESIA (PERSERO) Tbk AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF FINANCIAL POSITION (continued) December 31, 2012, 2011 and 2010

(Expressed in millions of Rupiah, unless otherwise stated)

	Notes	2012	2011	2010
LIABILITIES AND EQUITY				
LIABILITIES				
Liabilities Due Immediately	2c,2s,18	4,911,852	3,961,640	4,123,639
Deposits From Customers Demand Deposits Wadiah Demand Deposits	2c,2e,2t,43 19	79,403,214 671,800	76,262,900 515,829	77,048,697 315,779
Saving Deposits Wadiah Saving Deposits Mudharabah Saving Deposits	20	182,481,686 1,688,478 195,285	152,643,459 1,386,724 102,790	125,197,518 738,227 54,005
Time Deposits  Mudharabah Time Deposits	21	177,267,237 8,458,683	146,006,981 7,345,662	126,309,586 3,988,585
Total Deposits From Customers		450,166,383	384,264,345	333,652,397
Deposits From Other Banks And Financial Institutions	2c,2e,2t, 22,43	2,778,618	4,024,163	5,160,315
Securities Sold Under Agreement To Repurchase	2c,2u,7,9,23	-	102,681	526,365
Derivatives Payable	2c,2af,7,11	152,193	173,536	81,801
Acceptances Payable	2c,2e,2m, 14,43	4,786,121	1,692,176	666,878
Taxes Payable	2ag,36a	895,695	1,105,997	1,930,923
Fund Borrowings	2c,2e,24,43	10,888,755	13,097,916	9,454,545
Estimated Losses On Commitments And Contingencies	2aj,25,43	414	152	93,422
Other Liabilities	2c,2w,2aa, 26,41,44b	9,758,418	9,520,061	9,766,026
Subordinated Loans	2c,2v,27	2,116,562	2,136,288	2,156,181
TOTAL LIABILITIES		486,455,011	420,078,955	367,612,492

The accompanying notes to the consolidated financial statements form an integral part of these consolidated financial statements.

### PT BANK RAKYAT INDONESIA (PERSERO) Tbk AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF FINANCIAL POSITION (continued) December 31, 2012, 2011 and 2010

(Expressed in millions of Rupiah, unless otherwise stated)

	Notes	2012	2011	2010
EQUITY				
Capital stock - nominal value Rp250				
(full Rupiah) per share as of				
December 31, 2012 and 2011 and				
Rp500 (full Rupiah) per share as of				
December 31, 2010				
Authorized capital – 60,000,000,000				
shares (consisting of 1 Series A Dwiwarna share and 59,999,999,999				
Series B shares) as of December 31,				
2012 and 2011 and 30,000,000,000				
shares (consisting of 1 Series A				
Dwiwarna share and 29,999,999,999				
Series B shares) as of December 31,				
2010				
Issued and fully paid capital -				
24,669,162,000 shares (consisting				
of 1 Series A Dwiwarna share and				
24,669,161,999 Series B shares) as of December 31, 2012 and 2011				
and 12,334,581,000 shares (consisting				
of 1 Series A Dwiwarna share and				
12,334,580,999 Series B shares)				
as of December 31, 2010	1,28a	6,167,291	6,167,291	6,167,291
Additional paid-in capital	2d,28b	2,773,858	2,773,858	2,773,858
Differences arising from the translation of				
foreign currency financial statements	2ae,28c	44,912	49,153	47,237
Unrealized gain on available for sale				
securities and Government Recapitalization Bonds - net of				
deferred tax	2i	740,459	765,004	561,564
Retained earnings - (accumulated losses of	21	7 40,433	700,004	301,304
Rp24,699,387 was eliminated as				
a result of quasi-reorganization as of				
June 30, 2003)	2d,3,28d			
Appropriated		8,412,595	8,261,766	7,974,956
Unappropriated		46,667,643	31,757,488	19,148,204
Total Retained Earnings		55,080,238	40,019,254	27,123,160
Total Equity Attributable To Equity Holders				
Of The Parent Entity		64,806,758	49,774,560	36,673,110
Non-controlling interest		75,021	45,769	- -
TOTAL EQUITY		64,881,779	49,820,329	36,673,110
TOTAL LIABILITIES AND EQUITY		551,336,790	469,899,284	404,285,602

# PT BANK RAKYAT INDONESIA (PERSERO) Tbk AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME Years Ended December 31, 2012, 2011 and 2010 (Expressed in millions of Rupiah, unless otherwise stated)

	Notes	2012	2011	2010
INCOME AND EXPENSES FROM OPERATIONS Interest, Investment and Sharia Income Interest and investment	2x,30	48,272,021	47,296,178	43,971,493
Sharia income	21,2z	1,338,400	868,170	643,669
Total Interest, Investment and Sharia Income		49,610,421	48,164,348	44,615,162
Interest, Other Financing and Sharia Expense Interest and other financing expense	2x,31	(12,599,060)	(13,275,304)	(11,448,953)
Sharia expense	2z	(527,595)	(461,968)	(277,606)
Total Interest, Other Financing and Sharia Expense		(13,126,655)	(13,737,272)	(11,726,559)
Interest Income - net		36,483,766	34,427,076	32,888,603
Other Operating Income Fees Recovery of assets written off Gain on foreign exchange - net Gain on sale of securities and Government Recapitalization	2ad,2af	3,698,598 2,258,387 428,800	3,217,666 1,797,048 35,521	2,732,255 1,525,143 773,019
Bonds - net Other provision fees and commissions Unrealized gain on changes in fair value of securities and Government Recapitalization	2i,7,9 2y	42,670 230,961	132,246 151,155	152,888 80,253
Bonds - net Others	2i,7,9	13,371 1,716,945	13,651 428,688	3,321 277,654
Total Other Operating Income		8,389,732	5,775,975	5,544,533
Provision for impairment losses on financial assets - net	2f,32	(2,668,177)	(5,791,658)	(7,880,536)
Reversal of allowance (provision) for estimated losses on commitments and contingencies - net	2aj,25b	(262)	93,623	8,315
Reversal of allowance (provision) for impairment losses on non-financial assets - net	2f	(31,489)	164,841	(45,222)

### PT BANK RAKYAT INDONESIA (PERSERO) Tbk AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (continued) Years Ended December 31, 2012, 2011 and 2010

(Expressed in millions of Rupiah, unless otherwise stated)

	Notes	2012	2011	2010
Other Operating Expenses Salaries and employee benefits  General and administrative	2e,2aa, 33,41,43 2o,34	(9,605,547) (6,343,661)	(8,700,847) (5,678,786)	(8,675,721) (4,711,444)
Premium paid on Government Guarantee Program Others	45	(749,297) (2,792,527)	(624,057) (2,081,937)	(523,991) (2,202,536)
Total Other Operating Expenses		(19,491,032)	(17,085,627)	(16,113,692)
OPERATING INCOME		22,682,538	17,584,230	14,402,001
NON OPERATING INCOME - NET	35	1,177,034	1,171,650	506,229
INCOME BEFORE TAX EXPENSE		23,859,572	18,755,880	14,908,230
TAX EXPENSE	2ag,36b,36c	(5,172,192)	(3,667,884)	(3,435,845)
INCOME FOR THE YEAR		18,687,380	15,087,996	11,472,385
Other comprehensive income:				
Exchange rate differences on translation of foreign currency financial statements		(4,241)	1,916	(42,710)
Unrealized gain (loss) on available for sale securities and Government Recapitalization Bonds - net with the amounts tranferred to profit or loss in respect of fair value changes of available for sale securities and				
Government Recapitalization Bonds		(33,481)	274,402	172,101
Income tax relating to components of other comprehensive income		11,350	(67,813)	(43,025)
Adjustment on non-controlling interest transaction		20,342		
Other Comprehensive Income For The Year After Taxes		(6,030)	208,505	86,366
TOTAL COMPREHENSIVE INCOME FOR THE YEAR		18,681,350	15,296,501	11,558,751

### PT BANK RAKYAT INDONESIA (PERSERO) Tbk AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (continued) Years Ended December 31, 2012, 2011 and 2010

(Expressed in millions of Rupiah, unless otherwise stated)

	Notes	2012	2011	2010
INCOME FOR THE YEAR ATTRIBUTABLE TO:				
Equity holders of the Parent Entity Non-controlling interest		18,680,884 6,496	15,082,939 5,057	11,472,385
TOTAL		18,687,380	15,087,996	11,472,385
TOTAL COMPREHENSIVE INCOME FOR THE YEAR ATTRIBUTABLE TO:				
Equity holders of the Parent Entity Non-controlling interest		18,652,098 29,252	15,288,295 8,206	11,558,751
TOTAL		18,681,350	15,296,501	11,558,751
EARNINGS PER SHARE ATTRIBUTABLE TO EQUITY HOLDERS OF THE PARENT ENTITY	2ac,48			
Basic (full Rupiah)		778.93	628.91	478.36

PT BANK RAKYAT INDONESIA (PERSERO) Tbk AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY Years Ended December 31, 2012, 2011 and 2010 (Expressed in millions of Rupiah, unless otherwise stated)

		ssued	Additional	Differences Arising from the Translation of Foreign Currency	į	Unrealized Gain on Available for Sale Securities and Government Recapitalization	Retained Earnings	arnings	Total Equity Attributable To	į
	Notes	runy Paid Capital	Pald-In Capital	Financial Statements	Stock	Bonds - Net of Deferred Tax	Appropriated	Unappropriated	Equity holders of the Parent Entity	l otal Equity
Balance as of December 31, 2009 as previously stated		6,164,926	2,722,349	89,947	12,977	432,488	7,024,878	10,809,816	27,257,381	27,257,381
Impact of transition adjustments on the implementation of SFAS No. 50 (Revised 2006) and SFAS No. 55 (Revised 2006)	39		1	•	1	•	'	230,408	230,408	230,408
Balance as of January 1, 2010 after the implementation of SFAS No. 50 (Revised 2006) and SFAS No. 55 (Revised 2006)		6,164,926	2,722,349	89,947	12,977	432,488	7,024,878	11,040,224	27,487,789	27,487,789
Income for the year		1			1	1	1	11,472,385	11,472,385	11,472,385
Other comprehensive income	2i,2ae,28c, 7,9	•		(42,710)		129,076			86,366	86,366
Total comprehensive income for the year		,		(42,710)	,	129,076		11,472,385	11,558,751	11,558,751
Distribution of income Dividends	28d	,	,	•	•	•	•	(2,195,078)	(2,195,078)	(2,195,078)
Addition to general and specific reserves Partnership and Environmental Assistance Program (PKB)			, ,				950,078	(950,078)	- (219 249)	- (219 249)
Exercise of stock options	2ab,28a, 28b,29	2,365	51,509		(12,977)		•		40,897	40,897
Balance as of December 31, 2010		6,167,291	2,773,858	47,237	•	561,564	7,974,956	19,148,204	36,673,110	36,673,110

Accumulated losses of Rp24,699,387 had been eliminated against additional paid-in capital as a result of quasi-reorganization as of June 30, 2003.

\*

PT BANK RAKYAT INDONESIA (PERSERO) Tbk AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY (continued) Years Ended December 31, 2012, 2011 and 2010 (Expressed in millions of Rupiah, unless otherwise stated)

		Issued And Fully Daid	Additional Pard-in	Differences Arising from the Translation of Foreign Currency	Unrealized Gain on Available for Sale Securities and Government Recapitalization	Retained Earnings	arnings	Total Equity Attributable To	Managementing	Ę
	Notes	Capital	Capital	Statements	Deferred Tax	Appropriated	Unappropriated	the Parent Entity	Interest	Equity
Balance as of December 31, 2010		6,167,291	2,773,858	47,237	561,564	7,974,956	19,148,204	36,673,110	•	36,673,110
Income for the year		1	•	1	•	1	15,082,939	15,082,939	5,057	15,087,996
Other comprehensive income	2ad,2i,7,9	'		1,916	203,440		'	205,356	3,149	208,505
Total comprehensive income for the year				1,916	203,440		15,082,939	15,288,295	8,206	15,296,501
Dividends	28d	•	'	•	•	•	(1,727,950)	(1,727,950)	•	(1,727,950)
Specific reserves		•	•	ı	ı	286,810	(286,810)	ı	•	•
Assistance Program (PKBL)		1	•	•	•	•	(458,895)	(458,895)	•	(458,895)
Change in non-controlling interest due to BRI Agro acquisition			,	•	•		•	•	37,563	37,563
Balance as of December 31, 2011		6,167,291	2,773,858	49,153	765,004	8,261,766	31,757,488	49,774,560	45,769	49,820,329

<sup>\*)</sup> Accumulated losses of Rp24,699,387 had been eliminated against additional paid-in capital as a result of quasi-reorganization as of June 30, 2003,

PT BANK RAKYAT INDONESIA (PERSERO) Tbk AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY (continued) Years Ended December 31, 2012, 2011 and 2010 (Expressed in millions of Rupiah, unless otherwise stated)

Ā	Equity	49,820,329	18,687,380	(26,372)	20,342	18,681,350	(3,016,585)		(603,315)	64,881,779
:: :::	Interest	45,769	6,496	2,414	20,342	29,252	•	•	1	75,021
Total Equity Attributable To	the Parent Entity	49,774,560	18,680,884	(28,786)	•	18,652,098	(3,016,585)	•	(603,315)	64,806,758
arnings	Unappropriated	31,757,488	18,680,884	•		18,680,884	(3,016,585)	(150,829)	(603,315)	46,667,643
Retained Earnings	Appropriated	8,261,766	ı	•	•		•	150,829	•	8,412,595
Unrealized Gain (Loss) on Available for Sale Securities and Government Recapitalization	Deferred Tax	765,004	ı	(24,545)	•	(24,545)	•	•	•	740,459
Differences Arising from the Translation of Foreign Currency	Statements	49,153	1	(4,241)	•	(4,241)	•	•	1	44,912
Additional	Capital	2,773,858	•	1	'		,	1	•	2,773,858
Issued	Capital	6,167,291	•	•	•		,	'	•	6,167,291
	Notes			2ad,2i,7,9			28d			
		Balance as of December 31, 2011	Income for the year	Other comprehensive income	Adjustment on non-controlling interest transaction	Total comprehensive income for the year	Distribution of income Dividends	specific reserves	Assistance Program (PKBL)	Balance as of December 31, 2012

<sup>\*)</sup> Accumulated losses of Rp24,699,387 had been eliminated against additional paid-in capital as a result of quasi-reorganization as of June 30, 2003,

# PT BANK RAKYAT INDONESIA (PERSERO) Tbk AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS Years Ended December 31, 2012, 2011 and 2010 (Expressed in millions of Rupiah, unless otherwise stated)

	2012	2011	2010
CASH FLOWS FROM OPERATING ACTIVITIES			
Interest, investment, fees and commissions and Sharia income received Interest, Sharia expenses and other	49,830,419	48,238,904	46,305,688
charges paid	(13,147,390)	(13,684,909)	(11,719,715)
Recoveries of loans written off	2,284,074	1,833,012	1,525,143
Other operating income	5,417,549	3,447,133	3,583,583
Other operating expenses	(23,396,966)	(20,204,549)	(20,324,559)
Non-operating income - net	1,162,898	1,161,176	500,355
Cash flows before changes in operating	22.450.504	20 700 767	40 970 40E
assets and liabilities	22,150,584	20,790,767	19,870,495
Changes in operating assets and liabilities: (Increase) decrease in operating assets:			
Placements with Bank Indonesia and other banks	(35,599,843)	753,698	(816,715)
Securities and Government Recapitalization Bonds	(2,987,198)	(4,422,876)	1,922,239
Export bills Derivatives receivable	(1,106,203) (11,032)	(4,086,812) 70,052	(190,586) 57,051
Loans	(69,799,516)	(42,836,970)	(46,405,925)
Sharia receivables and financing	(2,165,254)	(3,583,747)	(2,924,794)
Other assets	(4,014,473)	(1,541,889)	547.943
Increase (decrease) in operating liabilities:	(1,011,110)	(1,011,000)	0 ,0 .0
Liabilities due immediately	1,240,892	(167,523)	560,071
Deposits:	0.440.044	(705 707)	07 000 704
Demand deposits	3,140,314	(785,797) 200.050	27,083,781
Wadiah demand deposits Saving deposits	155,971 29,838,227	200,030 27,445,941	186,482 21,078,781
Wadiah saving deposits	301,754	648.497	424,428
Mudharabah saving deposits	92,495	48,785	23,274
Time deposits	31,260,256	19,697,395	26,275,285
Mudharabah time deposits	1,113,021	3,357,077	2,652,102
Deposits from other banks and financial institutions	(1,245,545)	(1,136,152)	710,409
Derivatives payable	(21,343)	91,735	(195,502)
Other liabilities	3,559,568	1,125,851	3,476,868
Net Cash Provided by (Used in) Operating Activities	(24,097,325)	15,668,082	54,335,687
CASH FLOWS FROM INVESTING ACTIVITIES			
Proceeds from sale of premises and equipment	13,895	10,475	5,875
Receipt of dividends	158	134	147
Proceeds from sale of investment in associated entities	-	7,350	-
Decrease (increase) in securities purchased under	(407.000)	(0.004.047)	0.500
agreements to resell	(167,223)	(8,881,917)	2,506
Acquisition of premises and equipment Increase in available for sale and held to maturity	(1,445,290)	(601,339)	(511,912)
securities and Government Recapitalization Bonds	(4,065,600)	(1,205,082)	(1,686,098)
Net Cash Used in Investing Activities	(5,664,060)	(10,670,379)	(2,189,482)
Hot Odon Ood in invoding Addivided	(5,507,500)	(10,010,019)	(2,100,702)

# PT BANK RAKYAT INDONESIA (PERSERO) Tbk AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS (continued) Years Ended December 31, 2012, 2011 and 2010 (Expressed in millions of Rupiah, unless otherwise stated)

2012	2011	2010
(2,209,161)	3,643,371	(4,156,854)
(102,681) (3,619,905)	(423,684) (2,753,372)	(18,099) (2,414,327)
<u>-</u>	<u>-</u>	38,532 2,365
(19,725)	-	(522,241)
(5,951,472)	466,315	(7,070,624)
(35,712,857)	5,464,018	45,075,581
428,800	35,523	773,019
133,022,240	127,522,699	81,674,099
97,738,183	133,022,240	127,522,699
13,895,464	10,525,973	9,975,712
	, ,	19,989,683
4,842,146	5,533,225	5,658,116
30,392,467	73,346,039	82,267,776
6,083,980	10,576,585	9,631,412
97,738,183	133,022,240	127,522,699
	(2,209,161) (102,681) (3,619,905) (19,725) (5,951,472) (35,712,857) 428,800 133,022,240 97,738,183 13,895,464 42,524,126 4,842,146 30,392,467 6,083,980	(2,209,161) 3,643,371 (102,681) (423,684) (3,619,905) (2,753,372) (19,725) -  (5,951,472) 466,315 (35,712,857) 5,464,018 428,800 35,523 133,022,240 127,522,699 97,738,183 133,022,240 13,895,464 10,525,973 42,524,126 33,040,418 4,842,146 5,533,225 30,392,467 73,346,039 6,083,980 10,576,585

(Expressed in millions of Rupiah, unless otherwise stated)

#### 1. GENERAL

#### a. Establishment

PT Bank Rakyat Indonesia (Persero) Tbk (hereinafter referred to as "BRI") was established on December 18, 1968 based on Law No. 21 year 1968. On April 29, 1992, based on the Government of the Republic of Indonesia (the "Government") Regulation No. 21 year 1992, the legal status of BRI was changed to a limited liability corporation (Persero). The change in the status of BRI to become a limited liability corporation was documented by notarial deed No. 133 dated July 31, 1992 of notary Muhani Salim, S.H. and was approved by the Ministry of Justice of the Republic of Indonesia in its Decision Letter No. C2-6584.HT.01.01.TH.92 dated August 12, 1992 and published in Supplement No. 3A of the Republic of Indonesia State Gazette No. 73 dated September 11, 1992. BRI's Articles of Association was then amended by notarial deed No. 7 dated September 4, 1998 of notary Imas Fatimah, S.H., pertaining to Article 2 on "Term of Corporate Establishment" and Article 3 on "Purpose, Objectives and Business Activities" to comply with the provisions of Law No. 1 year 1995 on "Limited Liability Company" that was approved by the Ministry of Justice of the Republic of Indonesia in its Decision Letter No. C2-24930.HT.01.04.TH.98 dated November 13, 1998 and was published in Supplement No. 7216 of the Republic of Indonesia State Gazette No. 86 dated October 26, 1999 and notarial deed No. 7 dated October 3, 2003 of notary Imas Fatimah, S.H., among others, regarding the Company's status and compliance with the Capital Market Laws which were approved by the Ministry of Justice and Human Rights of the Republic of Indonesia in its Decision Letter No. C-23726 HT.01.04.TH.2003 dated October 6, 2003 and published in Supplement No. 11053 of the Republic of Indonesia State Gazette No. 88 dated November 4, 2003.

Based on notarial deed No. 51 dated May 26, 2008 of notary Fathiah Helmi, S.H., BRI amended its Articles of Association, among others, to comply with the provisions of Government Regulation No. 40 year 2007 on "Limited Liability Company" and Capital Market and Financial Institution Supervisory Agency's ("Bapepam-LK") Regulation No. IX.J.I on "The Main Provisions of the Articles of Association of a Company that Conduct Public Offering of Shares and Public Company", which was approved by the Ministry of Laws and Human Rights of the Republic of Indonesia in its Decision Letter No. AHU-48353.AH.01.02. Year 2008, dated August 6, 2008 and was published in Supplement No. 23079 of the Republic of Indonesia State Gazette No. 68 dated August 25, 2009.

Subsequently, BRI's Articles of Association has been amended several times. The latest amendment was documented in notarial deed No. 57 dated March 28, 2012 of notary Dina Chozie, S.H. replacement of notary Fathiah Helmi, S.H. and was approved by the Ministry of Laws and Human Rights in its Decision Letter No. AHU-AH.01.10-2076 dated June 8, 2012.

According to Article 3 of BRI's latest Articles of Association, BRI's scope of business is to conduct and support the Government's policy and program in the economic sector and in the national development in general, particularly in conducting business in the banking sector, in accordance with the prevailing laws and regulations, including the conduct of operating activities based on Sharia principles.

### b. Recapitalization Program

In realization of the recapitalization program for commercial banks, set forth in Government Regulation No. 52 year 1999 regarding the Increase in Investments in Shares by the Republic of Indonesia in State-Owned Banks, BRI received all the recapitalization with a nominal amount of Rp29,149,000 in the form of Government bonds issued in 2 (two) tranches at their nominal amounts of Rp20,404,300 on July 25, 2000 and Rp8,744,700 on October 31, 2000 (Notes 9 and 28b).

(Expressed in millions of Rupiah, unless otherwise stated)

#### 1. **GENERAL** (continued)

#### b. Recapitalization Program (continued)

Furthermore, as stated in the Management Contract dated February 28, 2001 between the Republic of Indonesia as represented by the Government through the Ministry of Finance and BRI, the Government determined that the recapitalization requirement amount of BRI to achieve a minimum Capital Adequacy Ratio of 4% was Rp29,063,531. Therefore, BRI returned the excess of recapitalization amounted to Rp85,469 in the form of Government Recapitalization bonds to the Republic of Indonesia on November 5, 2001 (Notes 9 and 28a).

On September 30, 2003, the Ministry of Finance issued Decision Letter No. 427/KMK.02/2003 dated September 30, 2003 regarding the final amount and the implementation of the Government's rights as a result of the additional investment of the Republic of Indonesia in the capital of BRI under the recapitalization program for commercial banks. Based on this Decision Letter, the Ministry of Finance affirmed that the final recapitalization requirement of BRI amounted to Rp29,063,531 (Note 28a).

#### c. Initial Public Offering of Shares and Stock Split

In relation to BRI's Initial Public Offering (IPO) of shares, based on the registration statement dated October 31, 2003, the Government, acting through the Ministry of State-Owned Enterprises agreed to conduct an Initial Public Offering of 3,811,765,000 common shares of BRI together with oversubscription option shares and over-allotment option shares.

The Initial Public Offering consists of the International Public Offering (under Rule 144A of the Securities Act and Regulation "S") and the Indonesian Public Offering. BRI submitted its registration to the Capital Market and Financial Institution Supervisory Agency ("Bapepam-LK") and such registration statement became effective based on the Chairman of Bapepam-LK letter No. S-2646/PM/2003 dated October 31, 2003 (Note 28a).

BRI's Initial Public Offering (IPO) of shares consists of 3,811,765,000 shares with a nominal value of Rp500 (full Rupiah) per share and with a selling price of Rp875 (full Rupiah) per share. Subsequently, 381,176,000 shares under the over-subscription option and 571,764,000 shares under the over-allotment option at a price of Rp875 (full Rupiah) per share were exercised on November 10, 2003 and December 3, 2003, respectively. After BRI's IPO and the exercise of the over-subscription option and the over-allotment option by underwriters, the Republic of Indonesia owns 59.50% of shares of BRI (Note 28a). On November 10, 2003, the above mentioned offered shares were initially traded at the Jakarta and Surabaya Stock Exchanges (currently the Indonesia Stock Exchange) and all shares of BRI have been simultaneously listed.

Based on the deed 38, dated 24 November 2010, notary Fathiah Helmi, S.H., stock split was performed of Rp500 (full Rupiah) per share to Rp250 (full Rupiah) per share. The deed was received and recorded in the database of the Ministry of Legal Administration of Laws and Human Rights of the Republic of Indonesia in its letter No. AHU.AH.01.10-33481 dated December 29, 2010. Stock split was performed in 2011 and BRI schedule that at the end of trading shares with a previous nominal value or Rp500 (full Rupiah) per share in Regular and Negotiation Market is dated January 10, 2011 and the date of commencement of legitimate trade with the new nominal value or Rp250 (full Rupiah) per share is dated January 11, 2011.

(Expressed in millions of Rupiah, unless otherwise stated)

### 1. GENERAL (continued)

### d. Structure and Management

BRI's head office is located at BRI I Building, Jl. Jenderal Sudirman Kav. 44-46, Jakarta.

As of December 31, 2012, 2011 and 2010, BRI has the following networks of working units:

	2012	2011	2010
Regional Offices	18	18	18
Inspection Offices	16	14	14
Domestic Branch Offices	442	427	409
Special Branch Office	1	1	1
Overseas Branch/Representative Offices	3	3	3
Sub-branch Offices	545	502	470
Cash Offices	914	870	822
BRI Units	5,000	4,849	4,649
Terraces	1,778	1,304	617

BRI has 1 (one) overseas branch located in Cayman Islands and 2 (two) representative offices located in New York and Hong Kong.

As of December 31, 2012 and 2011, BRI has 3 (three) Subsidiaries, namely, PT Bank BRISyariah, PT Bank Rakyat Indonesia Agroniaga Tbk (prior PT Bank Agroniaga Tbk) and BRI Remittance Co. Ltd. Hong Kong and as of December 31, 2010, BRI has only 1 (one) Subsidiary which is PT Bank BRISyariah.

The number of BRI's employees as of December 31, 2012, 2011 and 2010 amounted to 72,625, 40,044 and 37,644 employees (unaudited), respectively.

The composition of the Boards of Commissioners and Directors of BRI as of December 31, 2012, 2011 and 2010 based on the minutes of BRI's Annual Shareholders' General Meeting held on March 28, 2012, as stated under the notarial deed No. 41 and No. 57 of notary Fathiah Helmi, S.H. BRI's shareholders' General Meeting on September 28, 2011, as stated under the notarial deed No. 39 of notary Fathiah Helmi, S.H. and BRI's Annual Shareholders' General Meeting held on May 20, 2010, as stated under the notarial deed No. 35 of notary Fathiah Helmi, S.H. are as follows:

	2012	2011	2010
President/Independent Commissioner	: Bunasor Sanim	Bunasor Sanim	Bunasor Sanim
Vice President/Independent Commissioner Commissioner Commissioner Commissioner Independent Commissioner Independent Commissioner Independent Commissioner	<ul> <li>Mustafa Abubakar</li> <li>Heru Lelono</li> <li>Vincentius Sonny Loho</li> <li>Hermanto Siregar</li> <li>Adhyaksa Dault</li> <li>Ahmad Fuad</li> <li>Aviliani</li> </ul>	Heru Lelono Agus Suprijanto Hermanto Siregar Adhyaksa Dault - Aviliani	Soedarjono Heru Lelono Agus Suprijanto - Adhyaksa Dault Baridjussalam Hadi Aviliani
	2012	2011	2010
President Director Director of Operations Director of Finance	: Sofyan Basir : Sarwono Sudarto : Achmad Baiquni	Sofyan Basir Sarwono Sudarto Achmad Baiquni	Sofyan Basir Sarwono Sudarto Achmad Baiquni
Director of Commercial Business Director of Compliance Director of Consumer	: Sulaiman Arif Arianto : Randi Anto	Sulaiman Arif Arianto Randi Anto	Sulaiman Arif Arianto Bambang Soepeno
Business	: Agus Toni Soetirto	Agus Toni Soetirto	Agus Toni Soetirto

### PT BANK RAKYAT INDONESIA (PERSERO) Tbk AND SUBSIDIARIES NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

Years Ended December 31, 2012, 2011 and 2010 (Expressed in millions of Rupiah, unless otherwise stated)

### 1. GENERAL (continued)

#### d. Structure and Management (continued)

		2012	2011	2010
Director of Credit Risk Management Director of Micro, Small and Medium	:	Lenny Sugihat	Lenny Sugihat	Lenny Sugihat
Enterprises (UMKM) Director of Institutional and State Owned	:	Djarot Kusumayakti	Djarot Kusumayakti	Djarot Kusumayakti
Business Enterprise (BUMN)	:	Asmawi Syam	Asmawi Syam	Asmawi Syam
Director of Network and Services Director of Human	:	Suprajarto	Suprajarto	Suprajarto
Resources Management (MSDM)	:	Gatot Mardiwasisto	Gatot Mardiwasisto*)	<u>-</u>

<sup>\*)</sup> Effective starting January 27, 2012, according to letter No. 14/10/GBI/DPIP/Rahasia of Bank Indonesia dated January 25, 2012 and letter No. S-49/MBU.4/2012 of Ministry of BUMN dated January 27, 2012.

The compositions of BRI's Audit Committee as of December 31, 2012, 2011 and 2010 based on BRI's Commissioners' Decision Letter No. B.61-KOM/06/2012 dated June 1, 2012, BRI's Commissioners' Decision Letter No. B.111-KOM/10/2011 dated October 19, 2011 and No. B.63-KOM/06/2010 dated June 15, 2010, respectively, are as follows:

		2012	2011	2010
Chairman	:	Bunasor Sanim	Bunasor Sanim	Baridjussalam Hadi
Member	:	Adhyaksa Dault	Adhyaksa Dault	Bunasor Sanim
Member	:	H. C. Royke Singgih	H. C. Royke Singgih	H. C. Royke Singgih
Member	:	Dedi Budiman Hakim	Dedi Budiman Hakim	Dedi Budiman Hakim
Member	:	Syahrir Nasution	Syahrir Nasution	Syahrir Nasution
Member	:	Hermanto Siregar	Hermanto Siregar	Soedarjono
Member	:	Ahmad Fuad	-	-
Member	:	Vincentius Sonny Loho	-	-

### e. Subsidiaries

#### PT Bank BRISyariah

On June 29, 2007, BRI entered into a Sale and Purchase of Shares Agreement with the shareholders of PT Bank Jasa Arta ("BJA") to acquire 100% of BJA's shares at a purchase price of Rp61 billion. Based on the minutes of BRI's Shareholders' Extraordinary General Meeting, as stated under the notarial deed No. 3 dated September 5, 2007 of notary Imas Fatimah, S.H., the shareholders approved the above acquisition of BJA and subsequently obtained the approval of Bank Indonesia, according to letters No. 9/188/GBI/DPIP/Rahasia dated December 18, 2007 and No. 9/1326/DPIP/Prz dated December 28, 2007. The acquisition was completed on December 19, 2007 based on Acquisition Deed No. 61 of notary Imas Fatimah, S.H., whereby BRI acquired 99.99875% of the issued shares of BJA and 0.00125% was granted to BRI's Employee Welfare Foundation (Yayasan Kesejahteraan Pekerja BRI).

Based on notarial deed No. 45 dated April 22, 2008 of notary Fathiah Helmi, S.H., the name PT Bank Jasa Arta was changed into PT Bank Syariah BRI ("BSB"). Based on the Governor of Bank Indonesia's Decision Letter No. 10/67/KEP.GBI/DpG/2008 dated October 16, 2008, BSB obtained the approval to change its business activities from a conventional bank into a commercial bank that conducts business activities based on Sharia principles. Within 60 (sixty) days from the

(Expressed in millions of Rupiah, unless otherwise stated)

#### 1. **GENERAL** (continued)

### e. Subsidiaries (continued)

#### PT Bank BRISyariah (continued)

decision date, BSB was obliged to perform its business activities based on Sharia principles and within a maximum of 360 (three hundred sixty) days from the decision date, BSB was obliged to settle all its loan receivables and debtor or customer liabilities from the previous conventional banking activities.

On December 19, 2008, BRI has entered into a spin-off agreement to transfer the assets and liabilities of BRI's Sharia Business Unit ("UUS BRI") to BSB, based on notarial deed No. 27, dated December 19, 2008 on "The Spin-Off Agreement of BRI's Sharia Business Unit into PT Bank Syariah BRI" of notary Fathiah Helmi, S.H. with effective date on January 1, 2009. As a result of the spin-off as of the effective date:

- 1. All assets and liabilities of UUS BRI in possession of BRI by operation of law were transferred and become the rights, liabilities or expenditures to be operated under BSB's responsibility as the receiving entity.
- 2. All of the UUS BRI's operations, business and office activities by operation of law were transferred to and/or operated under BSB's benefit, loss and responsibility.
- 3. All of the UUS BRI's rights, claims, authorities and liabilities based on any agreements, actions or existing which were made, performed, or which occurred on or before the effective date of the spin-off including but not limited to the stated list of assets and liabilities of UUS BRI and all legal relations between UUS BRI and other parties by operation of law, have been transferred to and or operated under BSB's benefit, loss and responsibility.

Based on BSB's Shareholders' Statements of Agreement as stated in notarial deed No. 18 of notary Fathiah Helmi, S.H. dated April 14, 2009, the name of PT Bank Syariah BRI was changed to PT Bank BRISyariah ("BRIS") as approved by the Governor of Bank Indonesia's Decision Letter No. 11/63/KEP.GBI/DpG/2009 dated December 15, 2009.

BRIS' Articles of Association was amended several times. The latest amendment is on the addition of the issued and paid up capital based on notarial deed No. 15 dated July 19, 2010 of notary Fathiah Helmi, S.H.

Total assets of BRIS as of December 31, 2012, 2011 and 2010 amounted to Rp14,088,915, Rp11,200,828 and Rp6,858,386, respectively, or 2.56%, 2.38% and 1.70%, respectively, of the consolidated total assets. Total Sharia income for the year ended December 31, 2012, 2011 and 2010 amounted to Rp1,338,400, Rp868,170 and Rp643,669, respectively, or 2.70%, 1.80% and 1.44%, respectively, of the consolidated interest income.

### PT Bank Rakyat Indonesia Agroniaga Tbk (prior PT Bank Agroniaga Tbk)

On August 19, 2010, BRI entered into Sale and Purchase of Shares Agreement (PPJB) with the Agricultural Estate Pension Fund (Dapenbun), owner of 95.96% shares of BRI Agro, to acquire the shares of BRI Agro with total nominal value of Rp330,296 for 3,030,239,023 number of shares at a price of Rp109 (full Rupiah) per share. After the acquisition, the shareholdings of BRI Agro's investors comprise of 76% by BRI, 14% by Dapenbun and 10% by the public.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 1. **GENERAL** (continued)

### e. Subsidiaries (continued)

### PT Bank Rakyat Indonesia Agroniaga Tbk (prior PT Bank Agroniaga Tbk) (continued)

The shareholders approved the acquisition of BRI Agro based on BRI's Shareholders' Extraordinary General Meeting according to notarial deed No. 37 dated November 24, 2010 of notary Fathiah Helmi, S.H. Bank Indonesia also granted approval of the acquisition in its Letter No. 13/19/GBI/DPIP/Rahasia dated February 16, 2011. The acquisition was completed on March 3, 2011 based on the notarial deed No. 14 of notary Fathiah Helmi, S.H., whereby BRI owned 88.65% of the total issued and fully paid shares of BRI Agro, as stated in notarial deed No.68 dated December 29, 2009, of notary Rusnaldy, S.H. The above mentioned matter also considered the effects of Series I Warrants which are exercisable up to May 25, 2011.

In compliance with Bapepam-LK's Regulation No. IX.H.1, Attachment to Decision of Chairman of Bapepam-LK No. Kep-259/BL/2008 dated June 30, 2008 regarding "Public Company Takeovers", BRI, as the new controlling shareholder of BRI Agro, is required to conduct mandatory Tender Offer for the remaining BRI Agro's shares which are owned by the public. The Tender Offer statement became effective May 4, 2011 based on Chairman of Bapepam-LK's letter No. S-4985/BL/2011 and was announced on two daily newspapers, *Bisnis Indonesia* and Investor Daily, both on May 5, 2011. The Tender Offer period commenced on May 5, 2011 and concluded on May 24, 2011. On the closing date of the Tender Offer period, BRI acquired 113,326,500 additional shares (3.15% of the total shares of BRI Agro). The price used for the Tender Offer is at Rp182 (full Rupiah) per share.

On July 1, 2011, BRI enacted the sale of 256,375,502 shares to Dapenbun as a result of Dapenbun's exercise of its buy option at a price of Rp109 (full Rupiah) per share. Based on Bapepam-LK's Regulation No. IX.H.1, the re-transfer period of the Tender Offer is within a maximum period of 2 (two) years, however, in the case of BRI Agro, BRI shall meet the minimum public shareholding of 10% no later than May 24, 2013. This is in compliance with the letter received from the Indonesian Stock Exchange No. S-06472/BEI.PPJ/09-2011 dated September 23, 2011. As of December 31, 2011, total shares of BRI Agro which has been transferred back to the public comprised of 500,000 shares, reducing BRI's ownership to 79.78% while maintaining Dapenbun's ownership at 14%.

Based on the notarial deed of Statement Decision Meeting No. 30 dated May 16, 2012 of notary Rusnaldy, SH, PT Bank Agroniaga Tbk changed its name to PT Bank Rakyat Indonesia Agroniaga Tbk ("BRI Agro") and has been approved by Bank Indonesia on its Governor's Decision Letter No. 14/72/KEP.GBI/2012 dated October 10, 2012.

Total assets of BRI Agro as of December 31, 2012 and 2011 are Rp4,041,003 or 0.73% and Rp3,476,552 or 0.74%, respectively, of the consolidated total assets. Total interest income for the years ended December 31, 2012 and 2011 is Rp349,990 or 0.71% and Rp347,042 or 0.72%, respectively of the consolidated total interest income.

### BRI Remittance Co. Ltd (prior BRIngin Remittance Co. Ltd) Hong Kong

On December 16, 2011, BRI entered into the Instrument of Transfer and the Bought and Sold Notes to acquire 100% of BRIngin Remittance Co. Ltd. (BRC) Hong Kong shares (equivalent to 1,600,000 shares) at a purchase price of HKD1,911,270. This acquisition was legalized by the Inland Revenue Department (IRD) Hong Kong with stamp duty dated December 28, 2011 and approved by Bank Indonesia in its letter No. 13/32/DPB1/TPB1-3/Rahasia dated December 1, 2011.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 1. **GENERAL** (continued)

### e. Subsidiaries (continued)

### BRI Remittance Co. Ltd (prior BRIngin Remittance Co. Ltd) Hong Kong (continued)

According to the Annual General Meeting of Bringin Remittance Co. Ltd dated July 2, 2012, and the issuance of a Certificate of Change of Name No.961091 dated October 11, 2012 by the Registrar of Companies Hong Kong Special Administrative Region, the name Bringin Remittance Co. Ltd was officially changed to BRI Remittance Co. Ltd.

Total assets of BRI Remittance Co. Ltd Hong Kong as of December 31, 2012 and 2011 are Rp2,815 or 0.0005% and Rp2,327 or 0.0005%, respectively, of the consolidated total assets.

#### 2. SUMMARY OF ACCOUNTING POLICIES

### a. Basis of preparation of the consolidated financial statements

#### **Statement of Compliance**

The consolidated financial statements for the years ended December 31, 2012, 2011 and 2010 were prepared in accordance with Indonesian Financial Accounting Standards (FAS).

The consolidated financial statements have been prepared using the prevailing banking industry practices and other related financial accounting standards issued by the Indonesian Institute of Accountants (IAI) and Indonesian Capital Market and Financial Institutions Supervisory Agency (Bapepam-LK) Regulation No. VIII.G.7 Appendix of the Decision of the Chairman of Bapepam-LK No. KEP-347/BL/2012 dated June 25, 2012 regarding the "Guidelines on Financial Statements Presentations and Disclosures for Issuers or Public Companies".

BRIS (Subsidiary), which is engaged in banking activities based on Sharia principles, presents its financial statements according to SFAS No. 101 on "Sharia Financial Statements Presentation", SFAS No. 102 on "Accounting for *Murabahah*", SFAS No. 104 on "Accounting for *Istishna*", SFAS No. 105 on "Accounting for *Mudharabah*" and SFAS No. 106 on "Accounting for *Musyarakah*" and SFAS 107 on "Accounting for *Ijarah*", which supersede SFAS No. 59 on "Accounting for Sharia Banking" associated with recognition, measurement, presentation and disclosure for the respective topics, SFAS No. 110 on "Accounting for *Sukuk*" and the Indonesia Sharia Banking Accounting Guidelines (PAPSI) issued by Bank Indonesia and IAI.

The consolidated financial statements have been prepared on a historical cost basis, unless otherwise stated and under the accrual basis of accounting (except for the revenue from *istishna* and the profit sharing from the *mudharabah* and *musyarakah* financing).

The consolidated statements of cash flows have been prepared using the direct method with cash flows classified into operating, investing and financing activities. For purposes of the consolidated statements of cash flows, cash and cash equivalents consist of cash, current accounts with Bank Indonesia and current accounts with other banks, placements with other banks and Certificates of Bank Indonesia maturing within 3 (three) months from the date of acquisition, provided they are neither pledged as collateral for fund borrowings nor restricted.

The reporting currency used in the consolidated financial statements is the Indonesian Rupiah (Rp). Unless otherwise stated, all figures presented in the consolidated financial statements are rounded off to millions of Rupiah.

(Expressed in millions of Rupiah, unless otherwise stated)

### 2. SUMMARY OF ACCOUNTING POLICIES (continued)

### b. Consolidation principles

The consolidated financial statements include the financial statements of BRI and Subsidiaries whose majority shares are owned or controlled by BRI.

Where control over a Subsidiary began or ceased during the year, the results of operations of a Subsidiary are included in the consolidated financial statements only from the date that control was acquired or up to the date that control has ceased.

Control over a Subsidiary is presumed to exist where more than 50% of the Subsidiary's voting power is controlled by BRI, or BRI has the ability to control the financial and operating policies of a Subsidiary, or has the ability to remove or appoint majority of the Subsidiary's Board of Directors, or control the majority vote during management meeting.

The purchase method of accounting is used to account for the acquisition of Subsidiaries. The cost of an acquisition is measured at the fair value of the assets given up, shares issued or liabilities undertaken at the date of acquisition plus costs directly attributable to the acquisition. The excess of the cost of acquisition over the fair value of the net assets of the Subsidiaries acquired is recorded as goodwill.

All significant balances and transactions, including unrealized gains/losses are eliminated to reflect the consolidated financial position and results of operations of BRI and Subsidiaries as a single entity.

The consolidated financial statements are prepared using uniform accounting policies for transactions and events in similar circumstances. If the Subsidiaries' financial statements use accounting policies which are different from those adopted in the consolidated financial statements, appropriate adjustments are made to the Subsidiaries' financial statements.

The non-controlling interest represents the non-controlling shareholders' proportionate share in the income for the year and equity of the Subsidiaries based on the percentage of ownership of the non-controlling shareholders in the Subsidiaries.

### c. Financial assets and financial liabilities

Financial assets consist of cash, current accounts with Bank Indonesia, current accounts with other banks, placements with Bank Indonesia and other banks, securities, securities purchased under agreement to resell, Government Recapitalization Bonds, export bills, derivatives receivable, loans, acceptances receivable and other assets.

Financial liabilities consist of liabilities due immediately, deposits from customers, deposits from other banks and financial institutions, securities sold under agreement to repurchase, derivatives payable, acceptances payable, fund borrowings, subordinated loans and other liabilities.

BRI adopted SFAS No. 50 (Revised 2010), "Financial Instruments: Presentation", SFAS No. 55 (Revised 2011), "Financial Instruments: Recognition and Measurement", and SFAS No. 60, "Financial Instruments: Disclosure" effective January 1, 2012.

These consolidated financial statements are originally issued in the Indonesian language.

## PT BANK RAKYAT INDONESIA (PERSERO) Tbk AND SUBSIDIARIES NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS Years Ended December 31, 2012, 2011 and 2010

(Expressed in millions of Rupiah, unless otherwise stated)

#### 2. SUMMARY OF ACCOUNTING POLICIES (continued)

#### c. Financial assets and financial liabilities (continued)

SFAS No. 50 (Revised 2010) contains the requirements for the presentation of financial instruments and identifies the information that should be disclosed. The presentation requirements apply to the classification of financial instruments, from the perspective of the issuer, into financial assets, financial liabilities and equity instruments; the classification of related interest, dividends, losses and gains; and the circumstances in which financial assets and financial liabilities should be offset. This SFAS requires the disclosure of, among others, information about factors that affect the amount, timing and certainty of an entity's future cash flows relating to financial instruments and the accounting policies applied to those instruments.

SFAS No. 55 (Revised 2011) establishes the principles for recognizing and measuring financial assets, financial liabilities and some contracts to buy or sell non-financial items. This SFAS provides the definitions and characteristics of derivatives, the categories of financial instruments, recognition and measurement, hedge accounting and determination of hedging relationships.

SFAS No. 60 requires disclosures of significance of financial instruments for financial position and performance; and the nature and extent of risks arising from financial instruments to which BRI is exposed during the period and at the end of the reporting period, and how BRI manages those risks.

BRI adopted SFAS No. 55 (Revised 2006), "Financial Instruments: Recognition and Measurement" and SFAS No. 50 (Revised 2006), "Financial Instruments: Presentation and Disclosures" effective since January 1, 2010, which replaced SFAS No. 55 (Revised 1999), "Accounting for Derivatives Instruments and Hedging Activities" and SFAS No. 50 (Revised 1999), "Accounting for Investments in Certain Securities Investments", respectively.

The impact of the initial adoption of SFAS No. 50 (Revised 2006) and SFAS No. 55 (Revised 2006) is disclosed in Note 39.

#### (i) Classification

BRI classifies its financial assets in the following categories at initial recognition:

- Financial assets held at fair value through profit or loss, which have 2 (two) subclassifications, i.e. financial assets designated as such upon initial recognition and financial assets classified as held for trading;
- · Loans and receivables;
- Held to maturity investments;
- · Available for sale investments.

Financial liabilities are classified into the following categories at initial recognition:

- Fair value through profit or loss, which has 2 (two) sub-classifications, i.e. those designated as such upon initial recognition and those classified as held for trading;
- Other financial liabilities.

Classes of financial assets and liabilities at fair value through profit or loss consist of financial assets or liabilities held for trading which BRI acquires or incurs principally for the purpose of selling or repurchasing in the near term, or holds as part of a portfolio that is managed together for short-term profit or position taking.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 2. SUMMARY OF ACCOUNTING POLICIES (continued)

#### c. Financial assets and financial liabilities (continued)

#### (i) Classification (continued)

Loans and receivables are non-derivatives financial assets with fixed or determinable payments that are not quoted in an active market, other than:

- those that BRI intends to sell immediately or in the short term, which are classified as held for trading and those that BRI upon initial recognition designates as at fair value through profit or loss;
- those that BRI upon initial recognition designates as available for sale investments; or
- those for which BRI may not recover substantially all of its initial investment, other than because of loans and receivables deterioration, which shall be classified as available for sale.

Held to maturity investments consist of quoted non-derivatives financial assets with fixed or determinable payments and fixed maturity that BRI has the positive intention and ability to hold to maturity. Investments intended to be held for an undetermined period are not included in this classification.

The available for sale category consists of non-derivatives financial assets that are designated as available for sale or are not classified in one of the other categories of financial assets. After initial recognition, available for sale investments are measured at fair value with gains or losses being recognized as part of equity until the investment is derecognized or until the investment is determined to be impaired at which time the cumulative gains or losses previously reported in equity is included in the consolidated statements of comprehensive income. The effective yield and (where applicable) results of foreign exchange restatement for available for sale investments are reported in the consolidated statements of comprehensive income.

Other financial liabilities pertain to financial liabilities that are neither held for trading nor designated at fair value through profit or loss upon recognition of the liability.

#### (ii) Initial recognition

- a. Purchase or sale of financial assets that requires delivery of assets within a time frame established by regulation or convention in the market (regular purchases) is recognized on the settlement date.
- b. Financial assets and financial liabilities are initially recognized at fair value. For those financial assets or financial liabilities not measured at fair value through profit or loss, the fair value is added with directly attributable transaction costs. The subsequent measurement of financial assets and financial liabilities depends on their classification.

BRI, upon initial recognition, may designate certain financial assets at fair value through profit or loss (fair value option). The fair value option is only applied when the following conditions are met:

- the application of the fair value option reduces or eliminates an accounting mismatch that would otherwise arise; or
- the financial assets are part of a portfolio of financial instruments, the risk of which are managed and reported to key management on a fair value basis; or
- the financial assets consist of a host contract and embedded derivatives that must be bifurcated.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 2. SUMMARY OF ACCOUNTING POLICIES (continued)

#### c. Financial assets and financial liabilities (continued)

#### (ii) Initial recognition (continued)

The fair value option is applied to certain loans and receivables that are hedged with credit derivatives or interest rate swap, but for which the hedge accounting conditions are not fulfilled. Otherwise, the loans would be accounted for at amortized cost, while the derivatives are measured at fair value through profit or loss.

The fair value option is also applied to investment funds that are part of a portfolio managed on a fair value basis. Furthermore, the fair value option is applied to structured investments that include embedded derivatives.

#### (iii) Subsequent measurement

Available for sale financial assets and financial assets and liabilities at fair value through profit or loss are subsequently measured at fair value.

Loans and receivables and held to maturity investments and other financial liabilities using the effective interest rate method.

#### (iv) Derecognition

- a. Financial assets are derecognized when:
  - the contractual rights to receive cash flows from the financial assets have expired; or
  - BRI has transferred its rights to receive cash flows from the financial assets or has
    assumed an obligation to pay the cash flows in full without material delay to a third
    party under a "pass-through" arrangement; and either (a) BRI has substantially
    transferred all the risks and rewards of the assets, or (b) BRI has neither transferred nor
    retained substantially all risks and rewards of the assets, but has transferred control of
    the assets.

When BRI has transferred its rights to receive cash flows from an asset or has entered into a pass-through arrangement and has neither transferred nor retained substantially all the risks and rewards of the asset nor transferred control of the asset, the asset is recognized to the extent of BRI's continuing involvement in the asset.

Loans are written off when there is no realistic prospect of collection in the near future or the normal relationship between BRI and the debtors has ceased to exist. When a loan is deemed uncollectible, it is written off against the related allowance for impairment losses.

b. Financial liabilities are derecognized when they end, i.e. when the obligation under the liability is discharged, cancelled or expired.

Where an existing financial liability is replaced by another from the same creditor on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as derecognition of the original liability and the recognition of a new liability and the difference in the respective carrying amounts is recognized in the consolidated statements of comprehensive income.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 2. SUMMARY OF ACCOUNTING POLICIES (continued)

#### c. Financial assets and financial liabilities (continued)

- (v) Income and expense recognition
  - a. Interest income and interest expense on available for sale assets and financial assets and liabilities measured at amortized cost, are recognized in the consolidated statements of comprehensive income using the effective interest rate method.
  - b. Gains and losses arising from changes in the fair value of the financial assets and liabilities held at fair value through profit or loss are included in the consolidated statements of comprehensive income.

Gains and losses arising from changes in the fair value of available for sale financial assets are recognized directly in equity (other comprehensive income), except for impairment losses and foreign exchange gains and losses, until the financial asset is derecognized.

When a financial asset is derecognized or impaired, the cumulative gains or losses previously recognized in equity should be reclassified to consolidated statements of comprehensive income.

#### (vi) Reclassification of financial assets

BRI is not allowed to reclassify any financial instrument out of or into the fair value through profit or loss category while it is held or issued.

BRI is not allowed to classify any financial assets as held to maturity investments, if the entity has, during the current financial year or during the 2 (two) preceding financial years, sold or reclassified a significant amount of held to maturity investments before maturity (more than an insignificant amount in relation to the total amount of held to maturity investments) other than sales or reclassifications that:

- a. are so close to maturity or the financial asset's repurchase date that changes in the market rate of interest would not have a significant effect on the financial asset's fair value;
- b. occur after BRI has collected substantially all of the original principal of the financial assets through scheduled payments or prepayments; or
- c. are attributable to an isolated event that is beyond BRI's control, is non-recurring and could not have been reasonably anticipated by BRI.

Reclassification of financial assets from held to maturity classification to available for sale is recorded at fair value. Unrealized gains or losses are recorded in the equity section until the financial assets are derecognized.

#### (vii) Offsetting

Financial assets and liabilities are offset and the net amount is presented in the consolidated statements of financial position when and only when, BRI has a legal right to offset the amounts and intends either to settle on a net basis or to realize the asset and settle the liability simultaneously.

Income and expenses are presented on a net basis only when permitted by the accounting standards.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 2. SUMMARY OF ACCOUNTING POLICIES (continued)

#### c. Financial assets and financial liabilities (continued)

#### (viii) Amortized cost measurement

The amortized cost of a financial asset or liability is the amount at which the financial asset or liability is measured at initial recognition, minus principal repayments, plus or minus the cumulative amortization using the effective interest rate method of any difference between the initial amount recognized and the maturity amount, minus any reduction for impairment.

#### (ix) Fair value measurement

The fair value is the amount for which an asset could be exchanged, or a liability settled, between knowledgeable, willing parties in an arm's length transaction on the measurement date, which includes the fair value obtained from IDMA's (Interdealer Market Association) quoted market prices or broker's quoted price from Bloomberg and Reuters on the measurement date.

When available, BRI measures the fair value of an instrument using quoted prices in an active market for that instrument. A market is regarded as active if quoted prices are readily and regularly available from an exchange, dealer, broker, industry group, pricing service or regulatory agency and those prices represent actual and regularly occurring market transaction on an arm's length basis.

If a market for a financial instrument is inactive, BRI establishes fair value using valuation technique. BRI uses its own credit risk spreads in determining the fair value for its derivatives liability and all other liabilities for which it has elected the fair value option. When BRI's credit spread increases, BRI recognizes a gain on these liabilities, because the value of the liabilities has decreased. When BRI's credit spread decreases, BRI recognizes loss on those liabilities as an impact of the increase in liability.

BRI uses several commonly applied valuation techniques for determining fair values of financial instruments of lower complexity, such as exchange value options and currency swap. For these financial instruments, inputs into models are observable market data.

For more complex instruments, BRI uses internally developed models, which are usually based on valuation methods and techniques generally recognized as standard within the industry. Valuation models are used primarily to value derivatives transacted in the over-the-counter market, unlisted debt securities (including those with embedded derivatives) and other debt instruments for which markets were or have become illiquid. Some of the inputs to these models may not be market observable and are therefore estimated based on certain assumptions.

For financial instruments with no quoted market price, a reasonable estimate of the fair value is determined by reference to the fair value of other instruments with equal substance or calculated based on the expected cash flows of the underlying net asset of those securities.

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#### (Expressed in millions of Rupiah, unless otherwise stated)

#### 2. SUMMARY OF ACCOUNTING POLICIES (continued)

#### c. Financial assets and financial liabilities (continued)

#### (ix) Fair value measurement (continued)

The output of a valuation technique is an estimate or approximation of a value that cannot be precisely determined and the valuation technique employed may not fully reflect all factors relevant to the positions that BRI holds. Valuations are therefore adjusted, with additional factors such as model risks, liquidity risk and counterparty credit risk. Based on the established fair value valuation technique policy, related controls and procedures applied, BRI's management believes that these valuation adjustments are necessary and considered appropriate to fairly state the values of financial instruments measured at fair value in the consolidated statements of financial position. Price data and parameters used in the measurement procedures applied are generally reviewed carefully and adjusted, if necessary, particularly in view of the current market developments.

In cases when the fair value of unlisted equity instruments cannot be determined reliably, the instruments are carried at cost less impairment value. The fair value for loans and receivables as well as liabilities to banks and customers are determined using a present value model on the basis of contractually agreed cash flows, taking into account credit quality, liquidity and costs

The fair values of contingent liabilities and irrevocable loan commitments correspond to their carrying amounts.

Financial assets (long positions) are measured at bid price, financial liabilities (short positions) are measured at ask price. Where BRI has consolidated assets and liabilities positions with off-setting market risk, middle-market prices can be used to measure the off-setting risk positions and bid or ask price adjustment is applied to the net open positions as appropriate.

#### (x) Sukuk Financial Asset

Investment in *ijarah sukuk* and *mudharabah sukuk* are classified as follows:

#### a. Measured at cost

- The investment is held in a business model whereby the primary goal is to obtain contractual cash flows and has contractual terms in determining the specific date of principal payments and or the results.
- Sukuk acquisition cost includes transaction cost.
- The difference between the acquisition cost and the nominal value is amortized on a straight-line basis over the period of the *sukuk*.
- Impairment loss is recognized if the recoverable amount is less than the carrying amount and is presented as an impairment loss in the statement of comprehensive income.

#### b. Measured at fair value

- The fair value is determined with reference to the following order:
  - Price quotation in active market.
  - Price from the current transaction, if there is no available price quotations in an active market.
  - Fair value of similar instrument, if there is no available price quotations in an active market and no price from the current transaction.
- Sukuk acquisition cost does not include transaction cost.
- The difference between fair value and carrying value is presented in the consolidated statements of comprehensive income.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 2. SUMMARY OF ACCOUNTING POLICIES (continued)

#### d. Quasi-reorganization

Based on SFAS No. 51 on "Accounting for Quasi-reorganization", quasi-reorganization is an accounting procedure which enables an enterprise to restructure its equity by eliminating accumulated losses and revaluing all its assets and liabilities based on fair values without a legal re-organization. Under quasi-reorganization, the company will have a fresh start with its statements of financial position showing current values without accumulated losses as the accumulated losses are eliminated against the additional paid-in capital account.

The estimated fair values of assets and liabilities of BRI under the quasi-reorganization was determined based on the best information available in accordance with the characteristics of the related assets and liabilities, with consideration on the level of risks or market values of the related assets and liabilities. If the market value is not available, the estimated fair value is determined based on the market values of similar types of assets, estimated present value or discounted cash flows. For certain assets and liabilities, the valuation is undertaken in accordance with the related SFAS.

Based on BRI's Shareholders' Extraordinary General Meeting held on October 3, 2003 notarized under deed No. 6 of the same date of notary Imas Fatimah, S.H., the shareholders approved in principle the quasi-reorganization plan of BRI as of June 30, 2003 (Note 3).

BRI has performed revaluation of its assets and liabilities in conjunction with the quasi-reorganization as of June 30, 2003. Since the fair value of net assets (total assets less total liabilities) of BRI is higher than their book value, based on SFAS No. 51 (before revision in 2003), in the implementation of quasi-reorganization, BRI did not recognize the excess of such net assets against accumulated losses and used the book values of the assets and liabilities at the implementation date of quasi-reorganization. As a result of the above quasi-reorganization, BRI's deficit was eliminated against the additional paid-in capital account which amounted to Rp24,699,387 as of June 30, 2003.

Bank Indonesia, in its letter No. 5/105/DPwB2/PwB24 dated September 19, 2003, stated that in undertaking the quasi-reorganization, BRI should refer to SFAS No. 51 (before revision in 2003) and with consideration to other related aspects in implementing the quasi-reorganization.

#### e. Transactions with related parties

In its operational activities, BRI and Subsidiaries engage in transactions with related parties as defined in SFAS No. 7 (Revised 2010) on "Related Party Disclosures".

Effective January 1, 2011, BRI and Subsidiaries implement SFAS No. 7 (Revised 2010), "Related Party Disclosures", which requires disclosure of relationships, transactions and balances of related parties, including commitments, in the consolidated financial statements.

The implementation of the revised SFAS affects the relevant disclosures in the consolidated financial statements of BRI and Subsidiaries.

A party is considered a related party to BRI and Subsidiaries if:

- directly or indirectly, through one or more intermediaries, a party (i) controls, or controlled by, or under common control with BRI and Subsidiaries; (ii) has an interest in BRI and Subsidiaries that provides significant influence on BRI and Subsidiaries or (iii) has joint control over BRI and Subsidiaries;
- 2) it is a member of the same group as BRI and Subsidiaries;

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#### 2. SUMMARY OF ACCOUNTING POLICIES (continued)

#### e. Transactions with related parties (continued)

A party is considered a related party to BRI and Subsidiaries if (continued):

- 3) it is a joint venture of a third party in which BRI and Subsidiaries have ventured in;
- 4) it is a member of key management personnel in BRI and Subsidiaries;
- 5) it is a close family member of the individual described in clause (1) or (4);
- 6) it is an entity that is controlled, jointly controlled or significantly influenced by or for whom has significant voting rights in several entities, directly or indirectly, by the individual described in clause (4) or (5); and
- 7) it is a post-employment benefit plan for the employees benefit of either BRI and Subsidiaries or entities related to BRI and Subsidiaries.

Transactions with related parties are made on terms agreed by both parties, whereby such requirements may differ from other transactions undertaken with non-related parties. Material transactions and balances with related parties are disclosed in the relevant notes to the consolidated financial statements and the details have been presented in Note 43 of the consolidated financial statements. Furthermore, material transactions and balances between BRI and Subsidiaries and the Government of the Republic of Indonesia (RI) and other entities, related to the Government of the Republic of Indonesia are also disclosed in Note 43.

#### f. Allowance for impairment losses on financial assets

On each statements of financial position reporting date, BRI assesses whether there is an objective evidence that financial assets not carried at fair value through profit or loss are impaired.

Financial assets are impaired when an objective evidence demonstrate that a loss event has occurred after the initial recognition of the asset and that the loss event has an impact on the future cash flows of the financial asset that can be estimated reliably.

The criteria used by the entity to determine the existence of an objective evidence of impairment loss include:

- a) significant financial difficulty of the issuer or obligor;
- b) a breach of contract, such as a default or delinquency in interest or principal payments;
- c) the creditor, for economic or legal reasons relating to the debtor's financial difficulty, grants the debtor a concession that the creditor would not otherwise consider;
- d) it becomes probable that the debtor will enter into bankruptcy or other financial reorganization;
- e) the disappearance of an active market for that financial asset because of financial difficulties; or
- f) observable data indicating that there is a measurable decrease in the estimated future cash flows from a portfolio of financial assets since the initial recognition of those assets, although the decrease cannot yet be identified with the individual financial assets in the portfolio, including:
  - 1) adverse changes in the payment status of debtors in the portfolio; and
  - 2) national or local conditions that correlate with defaults on the assets in the portfolio.

The estimated period between the occurrence of the event and identification of loss is determined by management for each identified portfolio. In general, the periods used vary between 3 months and 12 months; in exceptional cases, longer periods are warranted.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 2. SUMMARY OF ACCOUNTING POLICIES (continued)

#### f. Allowance for impairment losses on financial assets (continued)

BRI first assesses whether an objective evidence of impairment exists individually for financial assets that are individually significant or collectively for financial assets that are not individually significant. If BRI determines that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, it includes the asset in a group of financial assets with similar credit risk characteristics and collectively assesses them for impairment. Accounts that are individually assessed for impairment and for which an impairment loss is or continues to be recognized are not included in the collective assessment of impairment.

BRI determines the loans to be evaluated for impairment through individual evaluation if one of the following criteria is met:

- 1. Loans which individually have significant value and an objective evidence of impairment;
- 2. Restructured loans which individually have significant value.

Based on the above criteria, BRI performs individual assessment for: (a) Corporate and middle loans with collectibility classification of substandard, doubtful and loss; or (b) Restructured corporate and middle loans.

BRI determines loans to be evaluated for impairment through collective evaluation if one of the following criteria is met:

- 1. Loans which individually have significant value but there is no objective evidence of impairment;
- 2. Loans which individually have insignificant value;
- 3. Restructured loans which individually have insignificant value.

Based on the above criteria, BRI performs collective assessment for: (a) Corporate and middle loans with collectibility classification of current and special mention which have never been restructured; or (b) Retail and consumer loans.

Prior to January 1, 2012, in assessing collective impairment, BRI applies Bank Indonesia Circular Letter No. 11/33/DPNP dated December 8, 2009, "Amendment to Bank Indonesia Circular Letter No. 11/4/DPNP dated January 27, 2009 on the Implementation of Accounting and Reporting Guidelines for Indonesian Banking Industry" for loans with inadequate historical loss data and information. As for the loans that has the historical loss data and information that is categorized as a disaster prone area by the Government of the Republic of Indonesia, the calculation of the allowance for impairment losses is done by calculating the overall loss levels which include the level of actual damages plus any adjustments by BRI, through periodic surveys to external parties as well as BRI's internal.

In accordance with the Appendix to the Bank Indonesia Circular Letter No. 11/33/DPNP dated December 8, 2009 (SE-BI), BRI determines the allowance for collective impairment losses of loans with reference to general allowance and specific allowance in accordance with the regulation of Bank Indonesia regarding the assessment of commercial banks' asset quality. In accordance with aforementioned SE-BI, the transition rule for collective impairment calculation on loans can be applied until December 31, 2011.

Collective allowance for loans classified as special mention, substandard, doubtful and loss is calculated after deducting the value of allowable collateral in accordance with Bank Indonesia regulations. The calculations of allowance for impairment losses is based on carrying amount (amortized cost).

(Expressed in millions of Rupiah, unless otherwise stated)

#### 2. SUMMARY OF ACCOUNTING POLICIES (continued)

#### f. Allowance for impairment losses on financial assets (continued)

Starting January 1, 2012, the calculation of allowance for impairment losses on financial assets are collectively evaluated based on similar credit risk characteristics and taking into account the loan segmentation on the basis of historical loss experience (probability of default).

BRI uses the migration analysis method, which is a statistical model analysis method to collectively assess allowance for impairment losses on loans. Under this method, BRI uses 3 (three) years historical data to compute for the Probability of Default (PD) and Loss of Given Default (LGD).

BRI uses the fair value of collateral as the basis for future cash flow if one of the following conditions is met:

- Loans are collateral dependent, i.e. if the source of loans repayment is made only from the collateral:
- Foreclosure of collateral is most likely to occur and supported by legally binding collateral agreement.

Impairment losses on financial assets carried at amortized cost are measured as the difference between the carrying amount of the financial assets and present value of estimated future cash flows discounted at the financial assets original effective interest rate. If loans or held to maturity securities and Government Recapitulation Bonds have a variable interest rate, the discount rate for measuring any impairment loss is the current effective interest rate determined under the contract.

As a practical guideline, BRI may measure impairment on the basis of an instrument's fair value using an observable market price, the calculation of the present value of the estimated future cash flows of a collateralized financial asset reflects the cash flows that may result from foreclosure less costs for obtaining and selling the collateral, whether or not foreclosure is probable.

Losses are recognized in the consolidated statements of comprehensive income and reflected in an allowance for impairment losses account against financial assets carried at amortized cost.

Interest income on the impaired financial assets continues to be recognized using the rate of interest used to discount the future cash flows for the purpose of measuring the impairment loss. When a subsequent event causes the amount of impairment loss to decrease, the impairment loss previously recognized must be recovered and the recovery is stated in the statements of comprehensive income.

For financial assets classified as available for sale, BRI assesses on each statements of financial position reporting date whether there is objective evidence that a financial asset or a group of financial assets is impaired. In the case of equity instruments, a significant or prolonged decline in the fair value of the security below its cost is an objective evidence of impairment resulting in the recognition of an impairment loss. Impairment losses on available for sale marketable securities are recognized by transferring the cumulative loss that has been recognized directly in equity to the statements of comprehensive income. The cumulative loss that has been removed from equity and recognized in the statements of comprehensive income is the difference between the acquisition cost (net of any principal repayment and amortization) and the current fair value, less any impairment loss previously recognized in the consolidated statements of comprehensive income.

Impairment losses recognized in the statements of comprehensive income on available for sale equity instruments should not be recovered through a reversal of a previously recognized impairment loss in the current year statements of comprehensive income.

These consolidated financial statements are originally issued in the Indonesian language.

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(Expressed in millions of Rupiah, unless otherwise stated)

#### 2. SUMMARY OF ACCOUNTING POLICIES (continued)

#### f. Allowance for impairment losses on financial assets (continued)

If in a subsequent period, the fair value of debt instrument classified as available for sale securities increases and the increase can be objectively related to an event occurring after the impairment loss was recognized in the statements of comprehensive income, the impairment loss is reversed, with the amount of reversal recognized in the statements of comprehensive income.

If the terms of the loans, receivables or held to maturity securities are renegotiated or otherwise modified because of financial difficulties of the debtor or issuer, impairment is measured using the original effective interest rate before the modification of terms.

If in the next period, the amount of allowance for impairment losses is decreased and the decrease can be related objectively to an event that occurred after the recognition of the impairment losses (i.e. upgrade debtor's or issuer's collectibility), the impairment loss that was previously recognized has to be reversed, by adjusting the allowance account. The reversal amount of financial assets is recognized in the current year consolidated statements of comprehensive income.

The recoveries of written-off financial assets in the current year are credited by adjusting the allowance for impairment losses accounts. Recoveries of written-off loans from previous years are recorded as operating income other than interest income.

For financial assets of the Subsidiary that is engaged in Sharia Banking, BRIS applies PBI No. 8/21/PBI/2006 dated October 5, 2006 as amended by PBI No. 13/13/PBI/2011 dated March 24, 2011 in determination of impairment losses.

Sharia productive assets consist of current accounts with Bank Indonesia and other banks, receivables and financing, Sharia securities, placements with Bank Indonesia and other banks, assets acquired for *ijarah* as well as commitments and contingencies with credit risk.

The recognition of minimum allowance for impairment losses in accordance with PBI is as follows:

- a) 1% of earning assets classified as Current, excluding Sharia Deposit Facility of Bank Indonesia, Bank Indonesia Sharia Certificates and productive assets with cash collateral;
- b) 5% of earning assets classified as Special Mention, net of deductible collateral;
- c) 15% of earning assets classified as Sub-standard, net of deductible collateral;
- d) 50% of earning assets classified as Doubtful, net of deductible collateral; and
- e) 100% of earning assets classified as Loss, net of deductible collateral.

#### g. Current accounts with Bank Indonesia and other banks

Current accounts with Bank Indonesia and other banks are stated at amortized cost using the effective interest rate method less allowance for impairment losses. The current accounts with Bank Indonesia and other banks are classified as loans and receivables.

#### h. Placements with Bank Indonesia and other banks

Placements with Bank Indonesia and other banks consist of placement in deposit facility of Bank Indonesia such as Deposit Facility, Term Deposit and Sharia Deposit Facility whereas placements with other banks represent placements of funds in the form of inter-bank call money and time deposits.

Placements with Bank Indonesia and other banks are stated at amortized cost using the effective interest rate method less allowance for impairment losses. Placements with Bank Indonesia and other banks are classified as loans and receivables.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 2. SUMMARY OF ACCOUNTING POLICIES (continued)

#### i. Securities and Government Recapitalization Bonds

Securities consist of securities traded in the money market such as Certificates of Bank Indonesia, Bank Indonesia Sharia Certificates, Government bonds, promissory notes, subordinated bonds, mutual fund units, medium term notes, guaranteed notes, US Treasury Bonds, credit-linked notes and bonds traded in the stock exchange.

Securities include bonds issued by the Government that are not related with the recapitalization program such as Government Debentures (Surat Utang Negara or SUN), Government Treasury Bills (Surat Perbendaharaan Negara or SPN) and Government bonds in foreign currency purchased from primary and secondary markets.

Government Recapitalization Bonds are bonds issued by the Government in connection with the recapitalization program for commercial banks which consist of bonds under BRI's recapitalization and Government Recapitalization Bonds purchased from the secondary market.

Securities and Government Recapitalization Bonds are initially measured at fair value. After the initial recognition, the securities and Government Recapitalization Bonds are recorded according to their category, i.e. as held to maturity, fair value through profit or loss or available for sale.

The value of securities and Government Recapitalization Bonds is stated based on the classification as follows:

- Held to maturity securities and Government Recapitalization Bonds are carried at amortized cost using the effective interest rate method. BRI does not classify securities or Government Recapitalization Bonds as held to maturity financial assets if BRI has, during the current financial year or during the two preceding financial years, sold or reclassified more than an insignificant amount of held to maturity securities or Government Recapitalization Bonds before maturity other than sales or reclassifications that are defined in SFAS No. 55 which is applicable in the relevant periods.
- 2) Securities and Government Recapitalization Bonds classified as fair value through profit or loss are stated at fair value. Gains and losses from changes in fair value of securities and Government Recapitalization Bonds are recognized in the consolidated statements of comprehensive income.
- 3) Securities and Government Recapitalization Bonds classified as available for sale investments are stated at fair value. Interest income is recognized in the consolidated statements of comprehensive income using the effective interest rate method. Foreign exchange gains or losses on available for sale securities and Government Recapitalization Bonds are recognized in the statements of comprehensive income. Other fair value changes are recognized directly in equity until the securities and Government bonds are sold or impaired, whereby the cumulative gains and losses previously recognized in equity are recognized in the consolidated statements of comprehensive income.

#### j. Export bills

Export bills represent negotiated export bills that have been discounted and guaranteed by other banks. Export bills are stated at acquisition cost after deducting the discount and allowance for impairment losses. Export bills are classified as loans and receivables.

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#### 2. SUMMARY OF ACCOUNTING POLICIES (continued)

#### k. Loans

Loans represent the lending of money or equivalent receivables under contracts or borrowing and lending commitments with debtors, whereby the debtors are required to repay their debts with interest after a specified period of time.

Loans are initially measured at fair value plus transaction costs that are directly attributable and additional costs to obtain financial assets and after initial recognition, are measured at amortized cost based on the effective interest rate method less allowance for impairment losses.

Loans are classified as loans and receivables.

Loans extended under syndication agreements are recognized at the nominal amount to the extent of the risks, borne by BRI.

#### I. Sharia receivables and financing

Sharia receivables are receivables resulting from sale or purchase transactions based on *murabahah*, *istishna* and *ijarah* contracts. Sharia financing consists of *mudharabah* and *musyarakah* financing.

Murabahah is a sale or purchase contract between the customer and BRIS, whereby BRIS finances the investment and working capital needs of the customer sold with a principal price plus a certain margin that is mutually informed and agreed. Repayment on this financing is made in installments within a specified period. Murabahah receivables are stated at net realizable value, which is, the balance of the receivables less allowance for impairment losses. Deferred Murabahah margin is presented as a contra account of Murabahah receivables.

Istishna is a sale contract between al-mustashni (buyer) and al-shani (producer who also acts as seller). Based on the contract, the buyer orders the producer to make or produce al-mashnu (ordered goods) according to the specifications required by the buyer and to sell them at the agreed price. Istishna receivables are presented based on the outstanding billings less allowance for impairment losses.

*Ijarah* is a leasing agreement between the *muajjir* (lessor) and the *musta'jir* (lessee) on *ma'jur* (leased items) to obtain benefits on the items being leased.

Mudharabah financing is a joint financing made between BRIS, as the capital provider (shahibul maal) and the customer, who manages the business (mudharib), during a certain period. The profit sharing from such project or business is distributed according to a predetermined ratio (nisbah). Mudharabah financing is stated at the outstanding balance of the financing less allowance for impairment losses. Allowance for impairment losses is provided based on the quality of the financing as determined by a review of each individual account.

Musyarakah financing is an agreement between the investors (musyarakah partners) to combine their capital and conduct a joint business in a partnership with the profit or loss sharing based on an agreement or proportionate to the capital contribution, it is stated at the outstanding balance of the financing less allowance for impairment losses. BRI provides allowance for impairment losses based on the quality of the financing as determined by a review of each individual account.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 2. SUMMARY OF ACCOUNTING POLICIES (continued)

#### m. Acceptances receivable and payable

Acceptances receivable and payable represent letters of credit (L/C) transactions that have been accepted by the accepting bank.

Acceptances receivable and payable are stated at amortized cost. Acceptances receivable are stated net of allowance for impairment losses.

Acceptances receivable are classified as loans and receivables. Acceptances payable are classified as financial liabilities at amortized cost.

#### n. Investment in associated entities

Effective January 1, 2011, BRI applied SFAS No. 15 (Revised 2009), "Investments in Associated Companies". The revised SFAS is applied retrospectively and prescribes the accounting for investments in associated companies as to determination of significant influence, accounting method to be applied, impairment in value of investments and separate financial statements.

BRI's investment in its associated company is accounted for using the equity method. An associated company is an entity in which BRI has significant influence or share ownership of 20% up to 50%. Under the equity method, the cost of investment is increased or decreased by BRI's share in net earnings or losses of, and dividends received from the investee since the date of acquisition.

The consolidated statements of comprehensive income reflects the share of the results of operations of the associate. Where there has been a change recognized directly in the equity of the associate, BRI recognizes its share of any such changes and discloses this, when applicable, in the consolidated statement of changes in equity. Unrealized gains and losses resulting from transactions between BRI and the associate are eliminated to the extent of BRI's interest in the associate.

After application of the equity method, BRI determines whether it is necessary to recognize an additional impairment loss on BRI's investment in its associate. BRI determines at each reporting date whether there is any objective evidence that the investment in the associate is impaired. If this is the case, BRI calculates the amount of impairment as the difference between the recoverable amount of the investment in associate and its carrying value, and recognizes the amount in the statements of comprehensive income.

BRI's investment in its associate with no significant influence or share ownership under 20% are recorded in accordance with SFAS No. 55. and reduced by allowance for impairment losses.

#### o. Premises and equipment

Starting January 1, 2012, BRI and Subsidiaries adopted SFAS No.16 (Revised 2011) , "Premises and Equipment" and IFAS No. 25, "Land Rights".

The adoption of SFAS No. 16 (Revised 2011) has no significant impact on the financial reporting and disclosures in the consolidated financial statements.

IFAS 25 prescribes that the legal cost of land rights in the form of Business Usage Rights ("Hak Guna Usaha" or "HGU"), Building Usage Right (Hak Guna Bangunan or "HGB") and Usage Rights ("Hak Pakai" or "HP") when the land was acquired initially are recognized as part of the cost of the land under the "Premises and Equipment" account and not amortized.

Meanwhile the extension or the legal renewal costs of land rights in the form of HGU, HGB and HP were recognized as part of "Deferred Charges, Net" account in the consolidated statements of financial position and were amortized over the shorter of the rights' legal life and land's economic life.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 2. SUMMARY OF ACCOUNTING POLICIES (continued)

#### o. Premises and equipment (continued)

In accordance with the transitional provision of IFAS 25, the initial costs in the form of HGU, HGB and HP which were recognized as part of "Deferred Charges, Net" account in the consolidated statements of financial position prior to January 1, 2012 were reclassified to "Premises and Equipment - Land" account and ceased to be amortized effective January 1, 2012.

All premises and equipment are initially recognized at cost, which comprises its purchase price and any costs directly attributable in bringing the asset to the location and condition necessary for it to be capable of operating in the manner intended by management.

Subsequent to initial recognition, premises and equipment except lands are carried at cost less any subsequent accumulated depreciation and impairment losses.

Premises and equipment acquired in exchange for a non-monetary asset or for a combination of monetary and non-monetary assets are measured at fair values, unless:

- (i) the exchange transaction lacks commercial substance, or
- (ii) the fair value of neither the assets received nor the assets given up can be measured reliably.

Depreciation of an asset starts when it is available for use and is computed using the straight-line method based on the estimated economic useful lives of the assets as follows:

	Years
Buildings	15
Motor vehicles	5
Computers and machineries	3 - 5
Furniture and fixtures	5

The carrying amounts of premises and equipment are reviewed for impairment when events or changes in circumstances indicate that the carrying values may not be fully recoverable.

The carrying amount of an item of premises and equipment is derecognized upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising from the derecognition of the asset is directly included in the profit or loss when the item is derecognized.

The asset residual values, useful lives and depreciation method are evaluated at each year end and adjusted prospectively if necessary.

Land are stated at cost and not depreciated.

If the cost of land includes the costs of site dismantlement, removal and restoration, and the benefits from the site dismantlement, removal and restoration is limited, that portion of the land asset is depreciated over the period of benefits obtained by incurring those costs. In some cases, the land itself may have a limited useful life, in which case it is depreciated in a manner that reflects the benefits to be derived from it.

Constructions in-progress are stated at cost, including capitalized borrowing costs and other charges incurred in connection with the financing of the said asset constructions. The accumulated costs will be reclassified to the appropriate "Premises and Equipment" account when the construction is completed and available for intended use. Assets under construction are not depreciated as these are not yet available for use.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 2. SUMMARY OF ACCOUNTING POLICIES (continued)

#### o. Premises and equipment (continued)

Repairs and maintenance are taken to the profit or loss when these are incurred. The cost of major renovation and restoration is capitalized to the carrying amount of the related premises and equipment when it is probable that future economic benefits in excess of the originally assessed standard of performance of the existing asset and is depreciated over the remaining useful life of the related asset.

#### p. Impairment of Non-Financial Assets

Effective January 1, 2011, BRI and Subsidiaries prospectively adopted SFAS No. 48 (Revised 2009), "Impairment of Assets", including goodwill and assets acquired from business combinations before January 1, 2011.

SFAS No. 48 (Revised 2009) prescribes the procedures to be employed by an entity to ensure that its assets are carried at no more than their recoverable amounts. An asset is carried at more than its recoverable amount if its carrying amount exceeds the amount to be recovered through use or sale of the asset. If this is the case, the asset is described as impaired and this revised SFAS requires the entity to recognize an impairment loss. This revised SFAS also specifies when an entity should reverse an impairment loss and prescribes disclosures.

BRI assesses at each annual reporting period whether there is an indication that an asset may be impaired. If any such indication exists, or when annual impairment testing for an asset (i.e. an intangible asset with an indefinite useful life, an intangible asset not yet available for use, or goodwill acquired in a business combination) is required, BRI makes an estimate of the asset's recoverable amount.

An asset's recoverable amount is the higher of an asset's or Cash Generating Unit (CGU)'s fair value less costs to sell and its value in use, and is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or groups of assets. Where the carrying amount of an asset exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount. Impairment losses of continuing operations are recognized in the consolidated statement of comprehensive income as "impairment losses". In assessing the value in use, the estimated net future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset.

In determining fair value less costs to sell, recent market transactions are taken into account, if available. If no such transactions can be identified, an appropriate valuation model is used to determine the fair value of the assets. These calculations are corroborated by valuation multiples or other available fair value indicators.

Impairment losses of continuing operations, if any, are recognized in the consolidated statements of comprehensive income under expense categories that are consistent with the functions of the impaired assets.

#### q. Foreclosed collaterals

Foreclosed collaterals acquired in settlement of loans (included as part of "Other Assets") are recognized at their net realizable values. Net realizable value is the fair value of the collateral after deducting the estimated costs of disposal. The excess in loan balances which has not been paid by debtors over the value of foreclosed collaterals is charged to allowance for possible losses on loans in the current year. The difference between the value of the collateral and the proceeds from sale thereof is recognized as a gain or loss at the time of sale of the collateral.

These consolidated financial statements are originally issued in the Indonesian language.

#### PT BANK RAKYAT INDONESIA (PERSERO) Tbk AND SUBSIDIARIES NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS Years Ended December 31, 2012, 2011 and 2010

(Expressed in millions of Rupiah, unless otherwise stated)

#### 2. SUMMARY OF ACCOUNTING POLICIES (continued)

#### r. Prepaid expenses

Prepaid expenses are amortized over their useful lives using the straight line method.

#### s. Liabilities due immediately

Liabilities due immediately represent the liability of BRI to external parties which by nature should be paid immediately in accordance with the requirements in the agreement which have been previously determined.

This account is classified as other financial liabilities and recorded at amortized cost.

#### Deposits from customers and other banks and other financial institutions

Demand deposits represent funds deposited by customers whereby the withdrawal can be done at any time by using a check, or through transfer with a bank draft or other forms of payment order. These deposits are stated at the amount due to the account holder.

Wadiah demand deposits represent third party funds which are available for withdrawal at any time and earn bonus based on BRIS policy. Wadiah demand deposits are stated at the amount due to the account holder of the deposit in BRIS.

Saving deposits represent customers' funds which entitle the depositors to withdraw under certain agreed conditions. Deposits are stated at the amount due to the account holders.

Wadiah saving deposits represent funds deposited by customers in BRIS, whereby the deposits can be withdrawn any time and does not require BRIS to give interest unless in the form of bonus in a voluntary way. Wadiah saving deposits are stated at the amount due to the account holders.

Mudharabah saving deposits represent funds from third parties which earn bonus based on a predetermined and pre-agreed profit-sharing return ratio (nisbah) from income derived by BRIS from the use of such funds. Mudharabah saving deposits is stated at the customers' saving balance.

Time deposits represent funds deposited by customers that can be withdrawn only at a certain point of time as stated in the contract between the depositor and BRI. Time deposits are stated at the nominal amount provided in the certificates of deposits or at the amount stated in the agreement.

Mudharabah time deposits represent third party funds that can be withdrawn only at a certain point in time based on the agreement between the customer and BRIS. Mudharabah time deposits are stated at the nominal amount as agreed by the deposit holder and BRIS.

Deposits from other banks and other financial institutions consist of liabilities to other banks, either domestic or overseas, in the form of demand deposits, saving deposits, time deposits and inter-bank call money, through the issuance of promissory notes with a term of up to 90 (ninety) days and stated at the amount due to banks and other financial institutions.

Deposits from customers and other banks and financial institutions are classified as other financial liabilities measured at amortized cost using effective interest rate method except deposits and temporary syirkah funds which are stated at the Bank's payable amount to customers. Incremental costs directly attributable to the acquisition of deposits from customers are deducted from the amount of deposits.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 2. SUMMARY OF ACCOUNTING POLICIES (continued)

### u. Securities purchased under agreement to resell and securities sold under agreement to repurchase

#### Securities purchased under agreement to resell

Securities purchased under agreement to resell are presented as assets in the consolidated statements of financial position, at the resale price net of unamortized interest and net of allowance for impairment losses. The difference between the purchase price and the resale price is treated as unearned interest income (unamortized) and recognized as income over the period starting from when those securities are purchased until they are resold using effective interest rate method.

Securities purchased under agreement to resell are classified as loans and receivables.

#### Securities sold under agreement to repurchase

Securities sold under agreement to repurchase are presented as liabilities in the consolidated statements of financial position, at the repurchase price, net of unamortized prepaid interest. The difference between the selling price and the repurchase price is treated as prepaid interest and recognized as expense over the period starting from when those securities are sold until they are repurchased using effective interest rate method.

Securities sold under agreement to repurchase are classified as financial liabilities measured at amortized cost.

#### v. Subordinated loans

Subordinated loans are classified as financial liabilities at amortized cost (incremental costs directly attributable to issuance of securities are deducted from the amount of subordinated loans).

Subordinated bonds issued are stated at nominal value net of unamortized discount. Costs incurred related to the subordinated bond issuance are presented as deduction from the proceeds of bonds issued and amortized using the effective interest rate method.

Differences between the carrying amount of securities issued and repurchased value are not recognized as gain or loss in the consolidated statements of comprehensive income.

#### w. Allowance and on time interest payment in BRI unit

On Time Interest Payment (Pembayaran Bunga Tepat Waktu (PBTW)) represents incentives given to Micro Loans (Kredit Umum Pedesaan (Kupedes)) debtors who settled their loans according to the mutually agreed installment schedules. The amount of PBTW is 25% of the interest received from either Kupedes working capital loans or Kupedes investment loans. PBTW is recorded as a deduction of interest income on loans.

Allowance for On Time Interest Payment (Cadangan Pembayaran Bunga Tepat Waktu (CPBTW)) represents allowance provided for timely payment of incentives, which are given to debtors of Kupedes who settle their loans on time. The amount of CPBTW is 25% of interest on Kupedes working capital loans and Kupedes investment loans received monthly. CPBTW is recorded in "Other Liabilities" account.

These consolidated financial statements are originally issued in the Indonesian language.

### PT BANK RAKYAT INDONESIA (PERSERO) Tbk AND SUBSIDIARIES NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS Years Ended December 31, 2012, 2011 and 2010

(Expressed in millions of Rupiah, unless otherwise stated)

#### 2. SUMMARY OF ACCOUNTING POLICIES (continued)

#### x. Interest income and interest expense

Interest income and expense for all interest bearing financial instruments are recognized in the consolidated statements of comprehensive income using the effective interest rate method. The effective interest rate is the rate that precisely discounts the estimated future cash payments or receipts through the expected life of the financial instrument (or, wherever appropriate, a shorter period) to obtain the net carrying amount of the financial asset or financial liability. When calculating the effective interest rate, BRI estimates future cash flows considering all contractual terms of the financial instruments except future credit losses.

This calculation includes all commissions, provision fees and other forms received by the parties in the contract that are inseparable from the effective interest rate, transaction costs and all other premiums or discounts.

If the value of a financial asset or group of similar financial assets has decreased as a result of impairment losses, the interest income subsequently obtained is recognized based on the interest rate used to discount future cash flows in calculating impairment losses.

Loans for which the principal or interest are past due for 90 (ninety) days or more, or loans with doubtful timely payment, are generally classified as impaired loans and the aforementioned interest income is reversed when the loan is classified as impaired.

#### y. Fees and commissions

Fees and commissions directly related to lending activities, or provision fees and commissions income which relates to a specific period, are amortized over the term of the contract using the effective interest rate method and classified as part of interest income in the consolidated statements of comprehensive income.

#### z. Sharia income and expense

Sharia income consists of income from *murabahah*, *istishna*, *ijarah* transactions and profit sharing from *mudharabah* and *musyarakah* financing. Income from *murabahah* and *ijarah* transactions is recognized using the accrual method. Income from *istishna* transactions and profit sharing from *mudharabah* and *musyarakah* financing are recognized when the cash installments are received. Expenses based on Sharia principles consist of *mudharabah* profit sharing expense and *wadiah* bonus expense.

#### aa. Pension plan and employee benefits

#### Short-term employee benefits

Short-term employee benefits such as salaries, social security contributions, short-term leaves, bonuses and other non-monetary benefits are recognized during the period when services have been rendered. Short-term employee benefits are measured using undiscounted amounts.

#### Defined contribution plan

Contribution payable to the pension fund equivalent to a certain percentage of salaries for qualified employees under the BRI's defined contribution plan. The contribution is accrued and recognized as expense when services have been rendered by qualified employees and actual payments are deducted from the contribution payable. Contribution payable is measured using undiscounted amounts.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 2. SUMMARY OF ACCOUNTING POLICIES (continued)

#### aa. Pension plan and employee benefits (continued)

#### Defined benefit plan and other long-term employee benefits

Effective January 1, 2012, BRI adopted SFAS No. 24 (Revised 2010), "Employee Benefits". The adoption of the SFAS has no significant impact on the financial reporting and disclosures in the consolidated financial statements.

The post-employment benefits and other long-term employee benefits such as grand leaves and gratuity for services are accrued and recognized as expense when services have been rendered by qualified employees. The benefits are determined based on BRI's regulations and the minimum requirements of Labor Law No. 13/2003.

The post-employment benefits and other long-term employee benefits are actuarially determined using the *Projected Unit Credit Method*.

Provisions made pertaining to past service costs are deferred and amortized over the expected average remaining service years of the qualified employees. Furthermore, provisions for current service costs are directly charged to operations of the current year/period. Actuarial gains or losses arising from adjustments and changes in actuarial assumptions are recognized as income or expense when the net cumulative unrecognized actuarial gains or losses at the end of the previous reporting period exceed 10% of the present value of the defined benefit obligations or 10% of the fair value of plan assets, at that date. The actuarial gains or losses in excess of the aforementioned 10% threshold are recognized on a straight-line method over the expected average remaining service years of the qualified employees.

Actuarial gains or losses and past service costs from other long-term employee benefits are recognized directly in the consolidated statement of comprehensive income of the current period.

#### ab. Stock options

BRI has granted stock options to Directors and employees of certain positions and levels based on established criteria. Cost of stock compensation at the issuance date is calculated using the fair value of the stock options and is recognized as part of "Salaries and Employee Benefits Expense" based on cliff-vesting scheme using the straight-line method over the vesting period. The accumulation of stock compensation cost is recognized as "Stock Options" in the equity.

The fair values of the stock options granted are calculated using the Black-Scholes option pricing model.

#### ac. Earnings per share

Effective January 1, 2012, BRI and Subsidiaries adopted SFAS No. 56 (Revised 2011), "Earnings Per Share". The adoption of SFAS No. 56 (Revised 2011) has no significant impact on the financial reporting and disclosures in the consolidated financial statements.

Basic earnings per share is calculated by dividing income for the year attributable to equity holders of the Parent Entity by the weighted average number of issued and fully paid shares during the related year.

Diluted earnings per share is computed after making the necessary adjustments to the weighted average number of common shares outstanding assuming full exercise of employee stock options at the time of issuance.

### PT BANK RAKYAT INDONESIA (PERSERO) Tbk AND SUBSIDIARIES NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

Years Ended December 31, 2012, 2011 and 2010 (Expressed in millions of Rupiah, unless otherwise stated)

#### 2. SUMMARY OF ACCOUNTING POLICIES (continued)

#### ad. Foreign currency transactions and balances

BRI maintains its accounting records in Indonesian Rupiah. Transactions in foreign currencies are recorded at the prevailing exchange rates in effect on the date of the transactions. As of December 31, 2012, 2011 and 2010, all foreign currency denominated monetary assets and liabilities are translated into Rupiah using the Reuters spot rates at 4.00 p.m. WIB (Western Indonesian Time). The resulting gains or losses are credited or charged to the current consolidated statements of comprehensive income.

The exchange rates used in the translation of foreign currency amounts into Rupiah are the following (full Rupiah):

- ' '	2012	2011	2010
1 United States Dollar	9,637.50	9,067.50	9,010.00
1 Great Britain Pound Sterling	15,514.93	13,975.29	13,941.18
100 Japanese Yen	11,176.50	11,682.00	11,075.00
1 European Euro	12,731.62	11,714.76	12,017.99
1 Hong Kong Dollar	1,243.27	1,167.23	1,159.08

#### ae. Translation of the financial statements of Overseas Branch and Representative Offices

BRI has 1 (one) branch office in Cayman Islands and 2 (two) representative offices located in New York and Hong Kong which are considered as separate foreign entities.

For consolidated financial statements purposes, all accounts of the overseas branch and representative offices are translated into Rupiah with the following exchange rates:

- Assets and liabilities, commitments and contingencies using Reuters spot rates at 4.00 p.m.
   WIB at statements of financial position reporting date.
- Revenues, expenses, gains and losses using the average middle rate during the month. The
  ending year balances consist of the sum of the translated monthly balances of revenues,
  expenses and profit and losses during the year.
- Equity Capital Stock and Additional Paid-in Capital using historical rates.
- Statements of cash flows using the spot rate published by Reuters at 4.00 p.m. WIB on statements of financial position reporting date, except for the profit and loss accounts which are translated at the average middle rates and equity accounts which are translated at the historical rates.

The resulting difference arising from the translation process on the above financial statements is included in equity as "Differences Arising From The Translation of Foreign Currency Financial Statements".

#### af. Derivatives instrument

Derivatives financial instruments are valued and recognized in the consolidated statements of financial position at fair value. Each derivatives contract is carried as asset when the fair value is positive and as liability when the fair value is negative.

Derivative transactions are recognized in accordance with SFAS No. 55. Derivative receivables and payables are classified as financial assets and liabilities measured at fair value through profit or loss.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 2. SUMMARY OF ACCOUNTING POLICIES (continued)

#### af. Derivatives instrument (continued)

Gains or losses resulting from fair value changes are recognized in the consolidated statements of comprehensive income.

The fair value of derivatives instruments is determined based on discounted cash flows and pricing models or quoted prices from brokers of other instruments with similar characteristics.

#### ag. Taxation

Effective January 1, 2012, BRI and Subsidiaries adopted SFAS No. 46 (Revised 2010), "Accounting for Income Tax".

The adoption of SFAS No. 46 (Revised 2010) has no significant impact on the financial reporting and disclosures in the consolidated financial statements.

Current tax expense is provided based on the estimated taxable income for the current year. Deferred tax assets and liabilities are recognized for temporary differences between the financial and the fiscal bases of assets and liabilities at each reporting date.

Deferred tax assets are recognized for all deductible temporary differences and carry forward of uncompensated tax losses to the extent that it is probable for temporary differences and carry forward of uncompensated tax losses to be utilized in deducting future taxable profit.

The carrying amount of deferred tax assets is reviewed at each reporting date and is reduced when it is no longer probable that sufficient taxable profits will be available to compensate part or all of the benefit of the deferred tax assets.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply to the year when the asset is realized or the liability is settled based on tax laws that have been enacted or substantively enacted as at statements financial position reporting date. The related tax effects of the provisions for and/or reversals of all temporary differences during the year, including the effect of change in tax rates, are recognized as "Income Tax Benefit/(Expense), Deferred" and included in of net profit or loss for the year, except to the extent that they relate to items previously charged or credited to equity.

Amendments to tax obligations are recorded when an assessment is received or, if appealed against by BRI, when the result of the appeal is determined.

For each of the consolidated entity, the tax effects of temporary differences and tax loss carry forward, which individually is either asset or liability, are shown at the applicable net amounts.

#### ah. Segment information

Effective January 1, 2011, BRI and Subsidiaries applied SFAS No. 5 (Revised 2009), "Operating Segments". The revised SFAS requires disclosures that will enable users of financial statements to evaluate the nature and financial effects of the business activities in which the entity engages and the economic environments in which it operates.

These consolidated financial statements are originally issued in the Indonesian language.

### PT BANK RAKYAT INDONESIA (PERSERO) Tbk AND SUBSIDIARIES NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS Years Ended December 31, 2012, 2011 and 2010

(Expressed in millions of Rupiah, unless otherwise stated)

#### 2. SUMMARY OF ACCOUNTING POLICIES (continued)

#### ah. Segment information (continued)

A segment is a distinguishable component of the business unit that is engaged either in providing certain products (business segment), or in providing products within a particular economic environment (geographical segment), which is subject to risks and rewards that are different from those of other segments.

Segment revenue, expenses, results, assets and liabilities include items directly attributable to a segment as well as those that can be allocated on a reasonable basis to that segment. They are determined before intra-group balances and intra-group transactions are eliminated.

BRI and Subsidiaries presents segments operation based on BRI's internal report that is presented to the Board of Directors as the operational decision makers.

BRI has identified and disclosed financial information based on main business (business segment) classified into micro, retail, corporate, others and subsidiaries, including geographical segment.

A geographical segment is engaged in providing products or services within a particular economic environment with risks and different returns compared to other operating segments in other economic environments. BRI's geographical segment covers Indonesia, Asia and United States of America.

#### ai. Use of significant accounting judgment and estimates

The preparation of the BRI and Subsidiaries consolidated financial statements requires management to make judgments, estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities, and the disclosure of contingent liabilities, at the end of the reporting period. Uncertainty about these assumptions and estimates could result in outcomes that require a material adjustment to the carrying amounts of the asset and liability affected in future periods.

#### **Judgements**

The following judgments are made by management in the process of applying BRI and Subsidiaries' accounting policies that have the most significant effects on the amounts recognized in BRI and Subsidiaries' consolidated financial statements as follows:

#### Going concern

BRI's management has assessed the ability of BRI and Subsidiaries' ability in going concern and believes that BRI and Subsidiaries have the resources to continue its business in the future. Furthermore, the management is not aware of any material uncertainties that may cast significant doubt to the BRI's ability to continue as a going concern. Therefore, the consolidated financial statements have been prepared on going concern basis.

#### Classification of financial assets and financial liabilities

BRI determines the classifications of certain assets and liabilities as financial assets and financial liabilities by judging if they meet the definition set forth in SFAS No. 55 (Revised 2011). Accordingly, the financial assets and financial liabilities are accounted for in accordance with BRI's accounting policies disclosed in Note 2.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 2. SUMMARY OF ACCOUNTING POLICIES (continued)

#### ai. Use of significant accounting judgment and estimates (continued)

#### Fair value of financial instruments

If the fair value of financial assets and financial liabilities recorded in the statements of financial position is not available in an active market, such fair value is determined using various valuation techniques including the use of mathematical models.

Inputs for this model come from observable market data as long as the data is available. When observable market data is not available, it is deemed necessary for management to determine the fair value. Management's considerations include liquidity and volatility feedback model for long-term derivatives transactions and discount rate, rate of early payment and default rate assumptions.

#### Held to maturity securities

The classification under held to maturity securities requires significant judgment. In making this judgment, BRI evaluates its intention and ability to hold such investments to maturity. If BRI fails to keep these investments to maturity other than in certain specific circumstances, for example, selling an insignificant amount close to maturity, it will be required to reclassify the entire portfolio as available for sale securities. The available for sale securities would therefore be measured at fair value and not at amortized cost.

#### Financial assets not quoted in an active market

BRI classifies financial assets by evaluating, among others, whether the asset is quoted or not in an active market. Included in the evaluation on whether a financial asset is quoted in an active market is the determination on whether quoted prices are readily and regularly available, and whether those prices represent actual and regularly occurring market transactions on an arm's length basis.

#### Contingencies

BRI is currently involved in legal proceedings. The estimate of the probable cost for the resolution of claims has been developed in consultation with the aid of the external legal counsel handling BRI defense in this matter and is based upon an analysis of potential results. Management does not believe that the outcome of this matter will affect the results of operations. It is probable, however, that future results of operations could be materially affected by changes in the estimates or in the effectiveness of the strategies relating to these proceedings.

#### **Estimation and Assumption**

The key assumptions concerning the future and other key sources of estimating uncertainty at the reporting date that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are disclosed below. BRI based its assumptions and estimates on parameters available when the interim consolidated financial statements were prepared.

Existing circumstances and assumptions about future developments may change due to market changes or circumstances arising beyond the control of BRI. Such changes are reflected in the assumptions when they occur.

#### Allowance for impairment losses on loans and Sharia financing/receivables

BRI reviews its loan portfolio and receivables to assess impairment on an annual basis with updating provisions made during the intervals as necessary based on the continuing analysis and monitoring of individual accounts by credit officers.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 2. SUMMARY OF ACCOUNTING POLICIES (continued)

#### ai. Use of significant accounting judgment and estimates (continued)

Allowance for impairment losses on loans and Sharia financing/receivables (continued)

In determining whether an impairment loss should be recorded in the consolidated statements of comprehensive income, BRI assesses for any observable data indicating the existence of measurable decrease in the estimated future cash flows from loan portfolio before the decrease is individually identified in the portfolio.

This evidence may include observable data indicating that there has been an adverse change in the payment status of group borrowers, or national or local economic conditions that correlate with breach on assets in group. BRI uses estimates in the amount and timing of future cash flows when determining the level of allowance for losses required. Such estimates are based on assumptions of several factors and actual results may differ, resulting to future changes in the amount of allowance for losses.

#### Impairment of securities

BRI determines that securities are impaired based on the same criteria as financial assets carried at amortized cost.

#### Useful life of premises and equipment

The management of BRI estimates the useful lives of premises and equipment based on the period over which the assets are expected to be available for use. The estimated useful lives of premises and equipment are reviewed periodically and are updated if expectations differ from previous estimates due to physical wear and tear, technical or commercial obsolescence and legal or other limits on the use of the assets. In addition, estimation of the useful lives of premises and equipment is based on collective assessment of industry practice, internal technical evaluation and experience with similar assets. It is possible, however, that future results of operations could be materially affected by changes in estimates brought about by changes in the aforementioned factors mentioned. The amounts and timing of recorded expenses for any period are affected by changes of those factors and circumstances during recording. A reduction in the estimated useful lives of premises and equipment increases the recorded operating expenses

#### Impairment of non-financial assets

BRI assesses impairment of non-financial assets whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. The factors that BRI considers important which may lead to impairment assessment are the following:

- a) significant underperformance relative towards expected historical or projected future operating results;
- b) significant changes in the manner of use of the acquired assets or the overall business strategy; and
- c) significant negative industry or economic trends.

The management of BRI recognizes an impairment loss whenever the carrying amount of an asset exceeds its recoverable amount. The recoverable amount is the higher amount between fair value less cost to sell using use of asset value (or cash generating unit). Recoverable amounts are estimated for individual assets or, if not possible, for the cash-generating unit to which the asset belongs.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 2. SUMMARY OF ACCOUNTING POLICIES (continued)

#### ai. Use of significant accounting judgment and estimates (continued)

#### Recognition of deferred tax assets

Deferred tax assets are recognized for all unused tax losses to the extent that it is probable that the taxable income can be compensated against the losses. Significant management judgment is required to determine the amount of deferred tax assets that can be recognized, based upon the likely timing and level of future taxable income together with tax planning strategies.

BRI reviews its deferred tax assets at each date of the statements of financial position reporting and reduces the carrying amount to the extent that it is no longer probable that sufficient taxable income will be available to compensate part or all of the deferred tax assets.

#### Present value of retirement liability

The cost of defined retirement pension plan and other post employment benefits is determined using actuarial valuations. The actuarial valuation involves making assumptions about discount rates, expected rates of return on assets, future salary increases, mortality rates and disability rate. Due to the long-term nature of these plans, such estimates are subject to significant uncertainty.

### aj. Allowances for impairment losses on non-earning assets and commitments and contingencies

In accordance with Circular Letter of Bank Indonesia (BI) No. 13/658/DPNP/DPnP dated December 23, 2011, BRI is no longer required to provide allowance for impairment losses on non-earning assets and administrative accounts (commitments and contingencies), but the management is required to continue calculating the allowance for impairment losses in accordance with the applicable accounting standards.

Prior to the issuance of Circular Letter by BI, BRI assessed the allowance for impairment losses on non-earning assets and administrative accounts with credit risk based on Bank Indonesia Regulation No. 7/2/PBI/2005 dated January 20, 2005 and in accordance with Circular Letter of Bank Indonesia No. 12/516/DPNP/IDPnP dated September 21, 2010.

The above changes in the determination of allowance for impairment losses represent changes in accounting policy which should generally be applied retrospectively requiring restatements of prior years' comprehensive income. However, as the impact of the change in relation to prior years' results is not material, no restatement was made and the impact of the change is charged to the consolidated statements of comprehensive income in 2011.

For non-earning assets, the management of BRI determines the impairment losses at the lower amount between the carrying value and fair value after deducting cost to sell.

For commitments and contingencies with credit risk, BRI management determines the impairment losses based on the difference between the carrying amount and the present value of the payment obligations that are expected to occur (when payment under the guarantee has become probable).

(Expressed in millions of Rupiah, unless otherwise stated)

#### 2. SUMMARY OF ACCOUNTING POLICIES (continued)

#### ak. Changes in accounting policies and disclosures

BRI also adopted the following revised accounting standards on January 1, 2012, which are considered relevant to the BRI's consolidated financial statements but did not have significant impact, except for the related disclosures:

- a) SFAS No. 16 (2011), "Property, Plant and Equipment", the accounting treatment for property, plant and equipment so that users of the financial statements can discern information about an entity's investment in its property, plant and equipment and the changes in such investment. The principal issues in accounting for property, plant and equipment are the recognition of the assets, the determination of their carrying amounts and the depreciation charges and impairment losses to be recognized in relation to them.
- b) SFAS No. 18 (Revised 2010), "Accounting and Reporting by Retirement Benefit Plans", establishes the accounting and reporting by the plan to all participants as a group. This Standard complements SFAS No. 24 (Revised 2010), "Employee Benefits".
- c) SFAS No. 46 (Revised 2010), "Accounting for Income Taxes", prescribes the accounting treatment for income taxes to account for the current and future tax consequences of the future recovery (settlement) of the carrying amount of assets (liabilities) that are recognized in the statement of financial position; and transactions and other events of the current period that are recognized in the financial statements.
- d) SFAS No. 53 (Revised 2010), "Share-based Payment", specifies the financial reporting by an entity when it undertakes a share-based payment transaction.
- e) SFAS No. 56 (Revised 2011), "Earnings per Share", prescribed principles for the determination and presentation of earnings per share, so as to improve performance comparisons between different entities in the same period and between different reporting periods for the same entity.
- f) SFAS No. 110, "Accounting for *Sukuk*", prescribed recognition, measurement, presentation and disclosure of *Sukuk Ijarah* and *Mudharabah* transaction.
- g) IFAS No. 15, "SFAS No. 24 The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction", provides guidance on how to assess the limit on the amount of surplus in a defined scheme that can be recognized as an asset under SFAS No. 24 (Revised 2010), "Employee Benefits".
- h) IFAS No. 20, "Income Taxes-Changes in the Tax Status of an Entity or its Shareholders", prescribes how an entity should account for the current and deferred tax consequences of a change in tax status of entities or its shareholders.
- IFAS No. 26, "Reassessment of Embedded Derivatives", provides guidence on term and condition which have to fulfill for the reassessment of embedded derivative.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 3. IMPLEMENTATION OF QUASI-REORGANIZATION

As an impact of the economic conditions, BRI incurred significant losses in 1999 which amounted to Rp28,221,364. After BRI's recapitalization in July 2000 and October 2000, the allowance for possible losses on earning assets of BRI has been reduced significantly when the non-performing earning assets were transferred to the Indonesian Bank Restructuring Agency (BPPN). BRI's accumulated losses amounted to Rp24,699,387 in its statements of financial position as of June 30, 2003.

In order to have a fresh start of the statements of financial position showing the current values with no deficit, BRI implemented quasi-reorganization on June 30, 2003 (Note 2d).

The management of BRI has prepared projected financial statements showing strong profitability and sound Capital Adequacy Ratio (CAR) based on the primary strength of BRI as one of the major banks in Indonesia which focuses on micro-finance, consumer financing, small and middle businesses (UKM) and agribusiness sectors.

#### 4. CURRENT ACCOUNTS WITH BANK INDONESIA

Current accounts with Bank Indonesia consist of:

	2012	2011	2010
Rupiah	37,334,059	28,833,011	19,570,892
United States Dollar	5,190,067	4,207,407	418,791
	42,524,126	33,040,418	19,989,683

As of December 31, 2012, 2011 and 2010, current accounts with Bank Indonesia based on Sharia banking principles amounted to Rp528,298, Rp455,064 and Rp254,882, respectively.

Current accounts with Bank Indonesia are maintained to comply with Bank Indonesia's Minimum Legal Reserve Requirements (GWM).

As of December 31, 2012, 2011 and 2010, the GWM ratios of BRI (Parent Entity) (unaudited) are as follows:

	2012	2011	2010
Primary GWM - Rupiah	10.64%	9.33%	8.05%
Secondary GWM - Rupiah	4.94	4.71	3.38
Primary GWM - Foreign Currency	8.17	8.01	1.00

The calculation of the GWM ratios as of December 31, 2012 and 2011 is based on Bank Indonesia's regulation (PBI) No. 13/10/PBI/2011 dated February 9, 2011, regarding "Changes on PBI No. 12/19/PBI/2010 dated October 4, 2010 on GWM of Commercial Banks with Bank Indonesia in Rupiah and Foreign Currencies".

Starting March 1, 2011 up to May 31, 2011, GWM in foreign currency is required to be 5% of the total third party funds in foreign currencies and starting June 1, 2011, GWM in foreign currency is required to be 8% of total third party funds in foreign currencies.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 4. CURRENT ACCOUNTS WITH BANK INDONESIA (continued)

As of December 31, 2012, 2011 and 2010, based on the above Bank Indonesia regulations, BRI is required to maintain minimum primary reserves in Rupiah of 8%, respectively, and in United States Dollar of 8% in December 31 2012 and 2011, and 1% in December 31, 2010. BRI is also required to maintain secondary reserves in Rupiah of 2.5% as of December 31, 2012, 2011 and 2010.

BRI has complied with Bank Indonesia's regulation regarding the minimum legal reserve requirement as of December 31, 2012, 2011 and 2010.

#### 5. CURRENT ACCOUNTS WITH OTHER BANKS

#### a) By Currency:

	2012	2011	2010
Third parties			
Rupiah	96,268	66,675	80,115
Foreign currencies			
United States Dollar	2,258,765	3,578,299	3,359,387
China Yuan	896,712	-	-
European Euro	562,125	587,150	1,135,293
Great Britain Pound Sterling	240,673	200,708	152,852
Australian Dollar	191,181	102,502	54,188
Hong Kong Dollar	165,526	153,426	113,133
Singapore Dollar	110,017	162,921	102,781
Saudi Arabian Riyal	108,581	141,816	143,956
Japanese Yen	96,244	87,686	304,615
Arab Emirates Dirham	47,592	73,146	153,508
Swiss Franc	27,741	10,121	13,727
Others	30,416	338,755	9,212
	4,735,573	5,436,530	5,542,652
Related parties (Note 43)			
<u>Rupiah</u>	1,627	4,492	971
Foreign currencies			
Hong Kong Dollar	8,028	25,502	33,406
United States Dollar	650	26	972
	8,678	25,528	34,378
Total	4,842,146	5,533,225	5,658,116
Less: Allowance for impairment losses	(171)	(61)	(63)
	4,841,975	5,533,164	5,658,053

(Expressed in millions of Rupiah, unless otherwise stated)

#### 5. CURRENT ACCOUNTS WITH OTHER BANKS (continued)

#### b) By Bank:

	2012	2011	2010
Third parties			
Rupiah PT Bank Central Asia Tbk PT Bank Pembangunan Daerah	94,698	62,744	77,710
Kalimantan Timur	1	1,476	3
Others	1,569	2,455	2,402
	96,268	66,675	80,115
Foreign currencies			
JP Morgan Chase Bank, N.A.	1,177,222	1,908,780	1,462,694
Standard Chartered Bank	697,117	1,177,572	1,565,042
The Royal Bank of Scotland	624,816	359,690	586,765
Bank of China	477,420	-	-
Industrial and Commercial Bank of China			
(Indonesia) Co. Ltd	419,292	320,515	-
The Hong Kong and Shanghai Banking	000 774	507.004	000 000
Corporation Ltd	388,774	587,634	693,920
ING Belgium N.V. Brussels	208,668	182,308	441,875
ANZ Banking Group Ltd	169,783	102,502	54,188
Commerzbank, A.G.	121,539	294,720	347,932
Al Rajhi Bank Oversea-Chinese Banking Corporation	108,581	133,407	124,262
Ltd	74,630	158,931	95,756
The Bank of Tokyo-Mitsubishi UFJ, Ltd.	52,292	21,310	125,124
Federal Reserve Bank of New York	46,011	117,322	2,752
Citibank, N.A.	45,833	911	907
The Bank of New York Mellon	28,851	13,928	14,247
Others	94,744	57,000	27,188
	4,735,573	5,436,530	5,542,652
Related parties (Note 43)			
Rupiah PT Bank Mandiri (Persero) Tbk	1,170	3,980	406
PT Bank Negara Indonesia (Persero) Tbk	447	502	565
PT Bank Bukopin Tbk	10	10	-
	1,627	4,492	971
Foreign currencies			
PT Bank Negara Indonesia (Persero) Tbk	8,028	25,502	33,406
PT Bank Mandiri (Persero) Tbk	650	26	972
	8,678	25,528	34,378
Total	4,842,146	5,533,225	5,658,116
Less: Allowance for impairment losses	(171)	(61)	(63)
	4,841,975	5,533,164	5,658,053

(Expressed in millions of Rupiah, unless otherwise stated)

#### 5. CURRENT ACCOUNTS WITH OTHER BANKS BANKS (continued)

#### c) By Collectibility:

BRI assessed current accounts with other banks individually for impairment based on whether an objective evidence of impairment exists, except for current accounts with other banks based on Sharia principles whereby assessment is made using Bank Indonesia's guidelines on collectibility.

Current accounts with other banks as of December 31, 2012, 2011 and 2010 were classified as "Current".

d) Range of annual interest rates on current accounts with other banks:

	2012	2011	2010
Rupiah	0.00 - 4.75%	0.00 - 4.75%	0.00 - 4.75%
United States Dollar	0.00 - 0.20	0.01 - 0.32	0.00 - 0.34

e) Movements in the allowance for impairment losses on current accounts with other banks:

	2012	2011	2010
Rupiah Beginning balance *) Adjustment on the beginning balance due to the implementation of SFAS No. 55	61	179	547
(Revised 2006) (Note 39) Provision (reversal) during the year	-	-	(546)
(Note 32)	110	(118)	62
Ending balance	171	61	63
Foreign currencies Beginning balance Adjustment on the beginning balance due to the	-	-	90,264
implementation of SFAS No. 55 (Revised 2006) (Note 39)	<u> </u>	<u>-</u>	(90,264)
Ending balance			
	171	61	63

<sup>\*)</sup> The beginning balance in 2011 represents additional balance of BRI Agro (Subsidiary) amounted to Rp116.

The minimum allowance for impairment losses on current accounts with other banks provided based on Bank Indonesia regulations amounted to Rp171, Rp61 and Rp63 as of December 31, 2012, 2011 and 2010, respectively.

Management believes that the allowance for impairment losses on current accounts with other banks is adequate.

Information with respect to classification of not impaired and impaired financial assets is disclosed in Note 37.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 6. PLACEMENTS WITH BANK INDONESIA AND OTHER BANKS

#### a) By Currency and Type:

,			
	2012	2011	2010
Third parties			
Rupiah			
Bank Indonesia Term Deposit	43,702,732	27,492,087	18,367,802
Deposit Facility	14,929,280	41,665,793	49,784,790
Sharia Deposit Facility	1,101,000	567,000	403,500
· · · · · · · · · · · · · · · · · · ·	59,733,012	69,724,880	68,556,092
		00,724,000	00,000,002
Inter-bank call money	200 000		225 000
PT Bank Mega Tbk PT Bank Danamon Indonesia Tbk	300,000 250,000	-	225,000
PT Bank Pan Indonesia Tbk	150,000	-	235,000
PT Bank Pembangunan Daerah Jawa Barat	100,000		200,000
dan Banten, Tbk	50,000	-	-
PT Bank DBS Indonesia	45,000	-	-
Citibank, N.A.	45,000	-	-
PT Bank Pembangunan Daerah Jawa Tengah	40,000	-	-
PT Bank UOB Indonesia	40,000	20.000	- 25 000
Unit Usaha Syariah Bank Danamon PT Bank DKI	-	30,000	25,000 45,000
PT Bank Tabungan Pensiunan Nasional Tbk	_	<u>-</u>	35,000
PT Bank Commonwealth	_	_	30,000
PT Bank Rabobank International Indonesia	-	-	30,000
PT Bank Mayapada Internasional Tbk	-	-	25,000
PT Bank Sinarmas Tbk	-	-	25,000
PT Bank Himpunan Saudara 1906 Tbk		<u>-</u> _	20,000
	920,000	30,000	695,000
	60,653,012	69,754,880	69,251,092
United States Dollar	002 552		
Bank Indonesia - Term Deposit	963,552		<del>-</del>
	963,552	<u> </u>	<u>-</u>
Inter-bank call money			
First Union, NY	1,441,770	398,063	2,088,518
The Bank of New York Mellon	1,338,649	120,598	3,257,115
Citibank, N.A.	830,753	1,016,104	1,144,270
Bank of America, N.A.	284,885	527,275	2,136,631
US Bank	265	-	-
The Royal Bank of Scotland Toronto Dominion Bank, N.A.	-	581,104	1,114,332 2,675,767
Toronto Bonimori Barix, 14.74.	2 000 222	2.642.444	
	3,896,322	2,643,144	12,416,633
Time deposit	0.637		
Standard Chartered Bank Toronto Dominion Bank, N.A.	9,637	22,669	- 13,515
Totalio Bollinon Bank, 117.		<del></del>	
	9,637	22,669	13,515

(Expressed in millions of Rupiah, unless otherwise stated)

#### 6. PLACEMENTS WITH BANK INDONESIA AND OTHER BANKS (continued)

#### a) By Currency and Type (continued):

	2012	2011	2010
Third parties (continued) United States Dollar (continued) Deposits on call			
The Industrial and Commercial Bank of China Ltd Standard Chartered Bank	-	86,549	- 991,100
		86,549	991,100
	4,869,511	2,752,362	13,421,248
	65,522,523	72,507,242	82,672,340
Related parties (Note 43) Rupiah Inter-bank call money PT BTMU-BRI Finance PT Bank Bukopin Tbk PT Bank Negara Indonesia (Persero) Tbk PT Perusahaan Pengelola Aset	285,000 150,000 -	165,000 - 448,000 250,000	215,000 230,000 -
PT BNI Sekuritas Lembaga Pembiayaan Ekspor Indonesia	-	20,000	10,000 100,000
	435,000	883,000	555,000
United States Dollar Inter-bank call money PT Bank Negara Indonesia (Persero) Tbk	285,405	206,414	45,050
Total Less: Allowance for impairment losses	66,242,928	73,596,656 (300)	83,272,390 (250)
	66,242,928	73,596,356	83,272,140

#### b) By Time Period:

The classifications of placements based on their remaining period to maturity are as follows:

2012	2011	2010
26,030,740	53,727,722	61,340,442
21,131,764	12,391,514	7,910,650
13,490,508	3,635,644	-
60,653,012	69,754,880	69,251,092
	26,030,740 21,131,764 13,490,508	26,030,740 53,727,722 21,131,764 12,391,514 13,490,508 3,635,644

(Expressed in millions of Rupiah, unless otherwise stated)

#### 6. PLACEMENTS WITH BANK INDONESIA AND OTHER BANKS (continued)

#### b) By Time Period (continued):

The classifications of placements based on their remaining period to maturity are as follows (continued):

	2012	2011	2010
Third parties (continued) United States Dollar			
≤ 1 month	3,896,322	2,743,294	12,416,633
> 1 months - 3 months	491,459	-	991,100
> 3 months - 1 year	481,730	9,068	13,515
	4,869,511	2,752,362	13,421,248
	65,522,523	72,507,242	82,672,340
Related parties (Note 43) Rupiah			
≤ 1 month	180,000	728,000	400,000
> 1 months - 3 months	60,000	-	-
> 3 months - 1 year	195,000	155,000	155,000
	435,000	883,000	555,000
United States Dollar			
≤ 1 month	285,405	206,414	-
> 3 months - 1 year	-	-	45,050
Total	66,242,928	73,596,656	83,272,390
Less: Allowance for impairment losses	<u> </u>	(300)	(250)
	66,242,928	73,596,356	83,272,140

#### c) By Collectibility:

BRI assessed placements with Bank Indonesia and other banks individually for impairment based on whether an objective evidence of impairment exists, except for the placements with Bank Indonesia and other banks based on Sharia principles whereby assessment is made using Bank Indonesia's guidelines on collectibility.

Placements with Bank Indonesia and other banks as of December 31, 2012, 2011, and 2010 were classified as "Current".

d) Range of annual interest rates for placements with Bank Indonesia and other banks are as follows:

	2012	2011	2010
Rupiah			
Deposit Facility	3.75 - 4.50%	4.50 - 5.75%	5.50 - 6.00%
Term Deposit	3.76 - 4.68	4.53 - 7.25	5.50 - 6.40
Inter-bank call money	3.76 - 7.50	4.55 - 6.70	6.00 - 7.75
United States Dollar			
Term Deposit	0.12 - 0.19	-	-
Inter-bank call money	0.12 - 0.95	0.13 - 1.05	0.11 - 0.35
Time Deposit	0.40 - 0.66	0.34 - 1.06	0.63 - 2.08

(Expressed in millions of Rupiah, unless otherwise stated)

#### 6. PLACEMENTS WITH BANK INDONESIA AND OTHER BANKS (continued)

e) Movements in the allowance for impairment losses on placements with Bank Indonesia and other banks:

	2012	2011	2010
Rupiah Beginning balance Adjustment on the beginning balance due to the implementation of SFAS No. 55	300	250	3,442
(Revised 2006) (Note 39)	-	-	(3,442)
Provision (reversal) during the year (Note 32)	(300)	50	250
Ending balance		300	250
United States Dollar Beginning balance Adjustment on the beginning balance due to the implementation of SFAS No. 55 (Revised 2006)	-	-	132,791
(Note 39)	-	-	(132,791)
Ending balance	-	-	-
	-	300	250

The minimum allowance for impairment losses on placements with Bank Indonesia and other banks provided based on Bank Indonesia regulations amounted to RpNil, Rp300 and Rp250 as of December 31, 2012, 2011 and 2010, respectively.

Management believes that the allowance for impairment losses on placements with Bank Indonesia and other banks is adequate.

Information with respect to classification of not impaired and impaired financial assets is disclosed in Note 37.

#### 7. SECURITIES

a) By Purpose, Currency and Type:

	2012	2011	2010
Fair value through profit or loss Third parties Rupiah			
Mutual funds Certificates of Bank Indonesia	10,998	10,479 -	9,562 193,582
	10,998	10,479	203,144
United States Dollar Credit Linked Notes	530,063	498,713	

(Expressed in millions of Rupiah, unless otherwise stated)

#### 7. SECURITIES (continued)

a) By Purpose, Currency and Type (continued):

	2012	2011	2010
Fair value through profit or loss (continued) Related parties (Note 43) Rupiah			
Government bonds	71,925	53,933	-
	612,986	563,125	203,144
Available for sale Third parties Rupiah			
Certificates of Bank Indonesia Bonds	4,043,563	8,589,317 2,588	8,440,168
	4,043,563	8,591,905	8,440,168
United States Dollar U.S Treasury Bonds Bonds Medium term notes	389,508 141,590 48,470	243,032 91,868 46,022	212,474 - 44,589
Weddin term notes	579,568	380,922	257,063
Related parties (Note 43) Rupiah Government bonds Bonds	6,424,673 202,509	4,107,050 197,102	2,365,535 195,883
	6,627,182	4,304,152	2,561,418
United States Dollar Government bonds Bonds	2,304,412 18,549	2,139,051	1,813,646
	2,322,961	2,139,051	1,813,646
	13,573,274	15,416,030	13,072,295
Held to maturity Third parties Rupiah			
Certificates of Bank Indonesia Bonds Bank Indonesia Sharia Certificates (SBIS) Subordinated bonds	12,513,201 603,000 575,000 89,873	5,367,445 1,067,799 400,000 89,857	997,663 924,271 200,000 89,843
	13,781,074	6,925,101	2,211,777
United States Dollar Credit linked notes Notes receivable Medium term notes	3,167,984 115,650	3,096,995 109,164 181,350	3,175,431 397,642 180,200
	3,283,634	3,387,509	3,753,273

(Expressed in millions of Rupiah, unless otherwise stated)

#### 7. SECURITIES (continued)

#### a) By Purpose, Currency and Type (continued):

	2012	2011	2010
Held to maturity (continued)			
Related parties (Note 43)			
<u>Rupiah</u>			
Government bonds	8,749,563	6,537,056	2,736,279
Bonds	753,716	691,337	287,228
Medium term notes	100,000	130,000	120,000
	9,603,279	7,358,393	3,143,507
<u>United States Dollar</u>			
Government bonds	283,393	268,868	132,177
	26,951,380	17,939,871	9,240,734
Total	41,137,640	33,919,026	22,516,173
Less: Allowance for impairment losses	(760)	(1,510)	(1,510)
	41,136,880	33,917,516	22,514,663

#### b) By Collectibility:

BRI assessed securities individually for impairment based on whether an objective evidence of impairment exists, except for securities of Subsidiaries (based on Sharia principles) whereby assessment is made using Bank Indonesia's guideline on collectibility.

Securities were classified as "Current" as of December 31, 2012, 2011 and 2010.

#### c) By Remaining Period to Maturity:

The classifications of securities based on their remaining period to maturity are as follows:

	2012	2011	2010
Third parties	, <del></del>		
<u>Rupiah</u>			
≤ 1 month	4,554,059	10,000,168	9,840,975
> 1 month - 3 months	1,650,919	989,485	-
> 3 months - 1 year	11,067,784	4,094,974	-
> 1 year	562,873	442,858	1,014,114
	17,835,635	15,527,485	10,855,089
United States Dollar			
≤ 1 month	579,569	381,276	294,305
> 3 months - 1 year	300,738	· -	360,400
> 1 year	3,512,958	3,885,868	3,355,631
	4,393,265	4,267,144	4,010,336
	22,228,900	19,794,629	14,865,425

(Expressed in millions of Rupiah, unless otherwise stated)

#### 7. SECURITIES (continued)

#### c) By Remaining Period to Maturity (continued):

The classifications of securities based on their remaining period to maturity are as follows (continued):

	2012	2011	2010
Related parties (Note 43) Rupiah			
≤ 1 month	6,542,974	4,347,610	2,586,418
> 1 month - 3 months	26,822	10,475	-
> 3 months - 1 year	435,029	75,000	214,778
> 1 year	9,297,561	7,283,393	2,903,729
	16,302,386	11,716,478	5,704,925
United States Dollar			
≤ 1 month	2,274,773	2,139,051	1,813,646
> 1 year	331,581	268,868	132,177
	2,606,354	2,407,919	1,945,823
	18,908,740	14,124,397	7,650,748
Total	41,137,640	33,919,026	22,516,173
Less: Allowance for impairment losses	(760)	(1,510)	(1,510)
	41,136,880	33,917,516	22,514,663

#### d) By Type and Issuer:

#### d.1. Government Bonds

Government bonds represent bonds issued by the Government of a country in connection with the management of Government debentures portfolio such as Government Debentures (SUN), Government Treasury Bills (SPN) and Government bonds issued in foreign currencies which are obtained from the primary and secondary markets including U.S Treasury Bonds. The details of Government bonds are as follows:

	Annual		Fair Value/Carrying Value		
Series	Interest Rate (%)	Maturity Date	2012	2011	2010
Fair value through profit or loss Rupiah					
FR0058	8.25	June 15, 2032	-	22,300	_
FR0059	9.50	May 15, 2027	-	20,950	-
FR0061	7.00	May 15, 2022	-	10,683	-
FR0062	6.38	April 15, 2042	30,033	· -	-
FR0064	6.13	May 15, 2028	20,750	-	-
FR0065	6.63	May 15, 2033	21,142	-	-
			71,925	53,933	-

**Annual** 

### PT BANK RAKYAT INDONESIA (PERSERO) Tbk AND SUBSIDIARIES NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS Years Ended December 31, 2012, 2011 and 2010

(Expressed in millions of Rupiah, unless otherwise stated)

Fair Value/Carrying Value

#### 7. SECURITIES (continued)

- d) By Type and Issuer (continued):
  - d.1. Government Bonds (continued)

	Annual	Moturity	Fair Value/Carrying Value		e	
Series	Interest Rate (%)	Maturity Date	2012	2011	2010	
Available for sale						
Rupiah FR0027	9.50	June 15, 2015	263,095	267,151	259,107	
FR0028	10.00	July 15, 2017	120,834	121,058	114,114	
FR0031	11.00	November 15, 2020	68,796	66,625	61,558	
FR0040	11.00	September 15, 2025	530,673	502,155	425,862	
FR0042	10.25	July 15, 2027	275,402	255,526	214,022	
FR0045	9.75	May 15, 2037	14,000	25,200	-	
FR0046	9.50	July 15, 2023	-	12,300	-	
FR0047	10.00	February 15, 2028	234,538	227,695	62,281	
FR0050	10.50	July 15, 2038	37,676	-	-	
FR0052	10.50	August 15, 2030	446,934	421,448	325,182	
FR0053	8.25	July 15, 2021	409,920	393,321	206,241	
FR0054	9.50	July 15, 2031	187,189	196,551	61,559	
FR0055	7.38	September 15, 2016	238,276	236,523	80,520	
FR0056	8.38 9.50	September 15, 2026	209,620	208,816	39,526	
FR0057 FR0058	9.50 8.25	May 15, 2041	69,583	62,442	-	
FR0056 FR0059	7.00	June 15, 2032 May 15, 2027	524,274 521,784	204,243 317,836		
FR0059 FR0060	6.25	April 15, 2017	492,300	31,105	-	
FR0061	7.00	May 15, 2022	547,178	160,250	-	
FR0062	6.38	April 15, 2042	409,964	100,230	_	
FR0063	5.63	May 15, 2023	209,652	_	_	
FR0064	6.13	May 15, 2028	206,672	-	-	
FR0065	6.63	May 15, 2033	216,126	-	-	
ORI003	9.40	September 12, 2011	,	-	115,880	
ORI004	9.50	March 12, 2012	-	135,988	125,835	
ORI005	11.45	September 15, 2013	15,263	15,113	12,911	
ORI006	9.35	August 15, 2012		14,717	9,424	
ORI007	7.95	August 15, 2013	68,571	65,556	55,013	
ORI008	7.30	October 15, 2014	9,618	2,671	-	
ORI009	6.25	October 15, 2015	10,156	-	-	
SR001	12.00	February 25, 2012	-	1,965	902	
SR002	8.70	February 10, 2013	-	14,526	6,592	
SR003	8.15	February 23, 2014	-	12,618		
IFR0004	9.00	October 15, 2013	-	53,420	52,365	
IFR0006	10.25	March 15, 2030	20.710	51,525	52,252	
ZC0005 SPN	various	February 20, 2013 various	29,710 56,869	28,706	26,201 58,188	
			6,424,673	4,107,050	2,365,535	
				4,107,000	2,000,000	
United States Dollar						
RI0014	6.75	March 10, 2014	688,842	687,033	681,160	
RI0014	10.38	May 4, 2014	32,418	31,762	33,585	
RI0015	7.25	April 20, 2015	206,459	194,472	177,294	
RI0016	7.50	January 15, 2016	67,583	63,246	63,120	
RI0017	6.88	March 9, 2017	436,723	397,973	395,928	
RI0018	6.88	January 17, 2018	129,335	117,447	114,968	
RI0020 RI0021	5.88 4.88	March 13, 2020 May 5, 2021	139,358 253,321	122,955 222,974	118,391	
RI0021	8.50	October 12, 2035	46,405	39,308	35,417	
RI0037	6.63	February 17, 2037	167,885	142,949	127.965	
RI0037 RI0038	7.75	January 17, 2038	87,894	73,719	65,818	
U.S Treasury Bonds	2.63	November 15, 2020	389,508	243,032	212,474	
Indois18	4.00	November 21, 2018	48,189	45,213	,	
			2,693,920	2,382,083	2,026,120	
			9,118,593	6,489,133	4,391,655	
				=		

(Expressed in millions of Rupiah, unless otherwise stated)

#### 7. SECURITIES (continued)

- d) By Type and Issuer (continued):
  - d.1. Government Bonds (continued)

	Annual	Maturitus	Fair Value/Carrying Value		alue	
Series	Interest Rate (%)	Maturity Date	2012	2011	2010	
Held to maturity						
Rupiah	44.00	0 . 1 . 45 . 004 4	450.040	100.070	404.000	
FR0026	11.00	October 15, 2014	158,613	160,379	161,983	
FR0028	10.00	July 15, 2017	304,636	307,217	121,019	
FR0030	10.75	May 15, 2016	33,912	34,099	34,871	
FR0039	11.75	August 15, 2023	52,804	53,250		
FR0040	11.00	September 15, 2025	57,451	57,750	58,024	
FR0042	10.25	July 15, 2027	169,863	169,959	146,852	
FR0043	10.25	July 15, 2022	522,622	521,725	520,920	
FR0044	10.00	September 15, 2024	76,426	76,741	-	
FR0045	9.75	May 15, 2037	224,016	223,882	223,762	
FR0046	9.50	July 15, 2023	181,757	181,362	159,026	
FR0047	10.00	February 15, 2028	381,973	382,607	108,369	
FR0048	9.00	September 15, 2018	107,074	106,624	106,215	
FR0049	9.00	September 15, 2013	90,453	90,263	90,089	
FR0050	10.50	July 15, 2038	68,527	68,517	68,508	
FR0052	10.50	August 15, 2030	296,747	296,687	296,634	
FR0053	8.25	July 15, 2021	590,002	604,184	40,606	
FR0054	9.50	July 15, 2031	352,469	351,982	-	
FR0055	7.38	September 15, 2016	655,829	655,325	102,508	
FR0056	8.38	September 15, 2026	797,056	795,572	190,711	
FR0058	8.25	June 15, 2032	551,636	168,678	-	
FR0059	7.00	May 15, 2027	259,829	201,205	-	
FR0060	6.25	April 15, 2017	323,810	72,132	-	
FR0061	7.00	May 15, 2022	430,932	201,983	-	
FR0062	6.38	April 15, 2042	66,603	-	-	
FR0063	5.63	May 15, 2023	57,551	-	-	
FR0064	6.13	May 15, 2028	24,323	-	-	
FR0065	6.63	May 15, 2033	100,299	-	-	
IFR0003	9.25	September 15, 2015	114,544	115,679	116,760	
IFR0004	9.00	October 15, 2013	49,877	-,	-	
IFR0005	9.00	January 15, 2017	310,661	314,119	-	
IFR0006	10.25	March 15, 2030	47,914	-	-	
IFR0007	10.25	January 15, 2025	311,073	312,241	49,644	
IFR0010	10.00	February 15, 2036	82,631	12,894	-	
PBS0001	4.45	February 15, 2018	144,973		_	
PBS0002	5.45	January 15, 2022	241,958	-	_	
PBS0003	6.00	January 15, 2027	243,048	_	_	
PBS0004	6.10	February 15, 2037	94,710	_	_	
SR002	8.70	February 10, 2013	26,822	_	_	
SR003	8.15	February 23, 2014	18,131	_	_	
SR004	6.25	September 21, 2015	5,309	_	_	
SPN	various	various	120,699	-	139,778	
			8,749,563	6,537,056	2,736,279	
United States Daller						
United States Dollar RI0015	7.25	April 20, 2015	31,337	30,419	-	
RI0018	6.88	January 17, 2018	19,209	17,279	7,527	
RI0020	5.88	March 13, 2020	72,266	68,501	-	
RI0021	4.88	May 5, 2021	27,202	27,203	-	
RI0037	6.63	February 17, 2037	133,379	125,466	124,650	
			283,393	268,868	132,177	
			9,032,956	6,805,924	2,868,456	
			=			

(Expressed in millions of Rupiah, unless otherwise stated)

#### 7. SECURITIES (continued)

- d) By Type and Issuer (continued):
  - d.1. Government Bonds (continued)

The market values of Government bonds classified as fair value through profit or loss and available for sale ranged from 94,78% to 150,71%, from 95.69% to 144.50% and from 75.33% to 113.96% as of December 31, 2012, 2011 and 2010, respectively.

#### d.2. Bonds

	Annual Interest	Maturity —		Rating *)		Fair Va	lue/Carrying Va	ilue
Issuer	Rate (%)	Date	2012	2011	2010	2012	2011	2010
Available for sale Third parties Rupiah								
Thames PAM Jaya	12.50	March 13, 2013	-	idA-			2,588	
						-	2,588	
United States Dollar PT Medco Energi Internasional Tbk Tahap I 2011	6.05	July 14, 2016	idAA-	idAA-	-	90,912	91,868	
Barclays Bank Goldman Sach	5.14 3.30	October 14, 2020 May 3, 2015	A-***) A***)	-	-	30,383 20,295	-	
					=	141,590	91,868	
Related parties (Note 43) Rupiah PT Jasa Marga (Persero) Tbk								
Series XIII R PT Perusahaan Listrik Negara (Persero)	10.25	June 21, 2017	idAA	idAA	idAA	111,497	105,362	105,005
Series IX A Perum Pegadaian	10.40	July 10, 2017	idAA+	idAA+	idAA+	80,180	81,012	80,480
Series XII B	8.00	September 4, 2017	idAA+	idAA+	idAA+	10,832	10,728	10,398
					_	202,509	197,102	195,883
United States Dollar PT Bank Negara Indonesia (Persero) Tbl	¢ 4.13	April 27, 2017	idAA	-	_ _	18,549		
					-	362,648	291,558	195,883
Held to maturity Third parties Rupiah PT Japfa Comfeed Indonesia Tbk Series I 2007	12.75	July 11, 2012		idA	idA-		250,000	250,000
Series I 2007 Series I 2012 PT Bentoel Internasional Investama Tbk	9.90	January 12, 2017	idA	-	IUA- -	150,000	250,000	250,000
Series I PT Bakrieland	10.50	November 27, 2012	-	AAA**)	AAA**)	-	200,000	200,000
Development Tbk Series I B Sukuk Ijarah I B PT Bank Dajarah I	12.85 16.00	March 11, 2013 July 7, 2012	idB -	idBBB+ idBBB+	idBBB+ idBBB+	100,000	100,000 50,000	100,000 50,000
Indonesia Tbk Series I B	10.60	April 19, 2012	-	idAA+	idAA+	-	49,880	49,513
Series II A Series II B PT Bank Pan Indonesia Tbk	8.75 9.00	December 9, 2013 December 9, 2015	idAA+ idAA+	idAA+ idAA+	idAA+ idAA+	20,000 30,000	20,000 30,000	20,000 30,000
Series II B PT Mitra Adiperkasa Tbk	10.75	June 19, 2012	-	idAA	idAA	-	49,919	49,758
Series I A Sukuk Ijarah I A PT Salim Invomas	12.25 12.25	December 16, 2012 December 16, 2012	-	idA+ idA+	idA+ idA+	-	50,000 25,000	50,000 25,000
Pratama Sukuk Ijarah I	11.65	December 1, 2014	idAA	idAA	idAA-	25,000	25,000	25,000

(Expressed in millions of Rupiah, unless otherwise stated)

#### 7. SECURITIES (continued)

#### d) By Type and Issuer (continued):

#### d.2. Bonds (continued)

	Annual		Rating *)		Fair Value/Carrying Va		/alue	
Issuer	Interest Rate (%)	Maturity — Date	2012	2011	2010	2012	2011	2010
Held to maturity (continued)								
<u>(continued)</u>								
Rupiah (continued) PT Medco Energi								
Internasional Tbk Series II A	13.38	June 17, 2012	-	idAA-	idAA-	-	20,000	20,0
PT Ciliandra Perkasa Series II	11.50	November 27, 2012	-	idA+	idA+	-	20,000	20,0
PT Malindo Feedmill Tbk Series I PT BW Plantation Tbk	11.80	March 6, 2013	idAAA	idAAA	idAA+	10,000	10,000	10,0
Series I PT Astra Sedaya Finance	10,68	November 16, 2015	idA-	idA	idA	25,000	25,000	25,0
Series XII C PT Agung Podomoro Land Tbk	9.70	February 25, 2014	idAA+	idAA+	-	50,000	50,000	
Series I A	10.00	August 25, 2014	idA	idA	-	6,000	6,000	
Series II PT BPD Sumatera Barat (Bank Nagari)	9.38	August 15, 2017	idA	-	-	10,000	-	
Series VI PT Bank CIMB Niaga Tbk	9.88	January 13, 2016	idA	idA	-	10,000	10,000	
Series B	8.30	December 23, 2016	idAAA	idAAA	-	30,000	30,000	
PT Bank Sumut Series III	10.13	July 5, 2016	idA+	idA+	-	10,000	10,000	
PT Bank Jabar Banten Tbk Series VII A PT Bank DKI	9.20	February 9, 2014	idAA-	idAA-	-	20,000	20,000	
Series VI A PT Bank BTPN	9.25	June 17, 2014	idA+	idA+	-	17,000	17,000	
Series I A Series I B	7.75 8.25	August 3, 2015 August 3, 2017	AA- AA-	-	-	30,000 20,000	-	
PT Bank Internasional Indonesia Tbk	0.23	August 3, 2017	AA-	_	-	20,000	_	
Series I A 2012 Series I B 2012	7.60 8.00	October 31, 2015 October 31, 2017	idAAA idAAA	-	-	25,000 15,000	-	
					_ _	603,000	1,067,799	924,2
Related parties								
Related parties ( <u>Note 43)</u> Rupiah								
( <u>Note 43)</u> <u>Rupiah</u> PT Bank Negara								
( <u>Note 43)</u> <u>Rupiah</u> PT Bank Negara Indonesia (Persero) Tbk Series I	13.13	July 10, 2011	-	-	idAA	-	-	45,0
( <u>Note 43)</u> <u>Rupiah</u> PT Bank Negara Indonesia (Persero)	13.13 13.00	July 10, 2011 June 20, 2011	-	-	idAA idA	- -		
(Note 43) Rupiah PT Bank Negara Indonesia (Persero) Tbk Series I PT Danareksa (Persero) Series III B Series III C Lembaga Pembiayaan		•	- idA	- idA		5,000	- 5,000	10,0
(Note 43) Rupiah PT Bank Negara Indonesia (Persero) Tok Series I PT Danareksa (Persero) Series III B Series III C Lembaga Pembiayaan Ekspor Indonesia Series IV B	13.00	June 20, 2011	- - idA -	- idA idAAA	idA	- 5,000	- 5,000 25,000	10,0 5,0 25,0
(Note 43) Rupiah PT Bank Negara Indonesia (Persero) Tbk Series I PT Danareksa (Persero) Series III B Series III C Lembaga Pembiayaan Ekspor Indonesia Series IV B Series I B	13.00 13.50 11.63 8.85	June 20, 2011 June 20, 2013 June 18, 2012 July 8, 2013	- idAAA	idAAA idAAA	idA idA idAAA idAAA	29,000	25,000 29,000	10,0 5,0 25,0 29,0
(Note 43) Rupiah PT Bank Negara Indonesia (Persero) Tbk Series I PT Danareksa (Persero) Series III B Series III C Lembaga Pembiayaan Ekspor Indonesia Series I V B Series I B Series I C	13.00 13.50 11.63 8.85 9.60	June 20, 2011 June 20, 2013 June 18, 2012 July 8, 2013 July 8, 2015	idAAA idAAA	idAAA idAAA idAAA	idA idA idAAA	29,000 20,000	25,000 29,000 20,000	10,0 5,0 25,0 29,0
(Note 43) Rupiah PT Bank Negara Indonesia (Persero) Tbk Series I PT Danareksa (Persero) Series III B Series III C Lembaga Pembiayaan Ekspor Indonesia Series IV B Series I B Series I C Series A Series B	13.00 13.50 11.63 8.85 9.60 7.00 7.75	June 20, 2011 June 20, 2013 June 18, 2012 July 8, 2013 July 8, 2015 December 20, 2014 December 20, 2016	idaaa idaaa idaaa idaaa	idAAA idAAA	idA idA idAAA idAAA	29,000 20,000 37,000 38,000	25,000 29,000	10,0 5,0 25,0 29,0
(Note 43) Rupiah PT Bank Negara Indonesia (Persero) Tbk Series I PT Danareksa (Persero) Series III B Series III C Lembaga Permbiayaan Ekspor Indonesia Series I V B Series I B Series I C Series A Series B Series I A 2012	13.00 13.50 11.63 8.85 9.60 7.00 7.75 6.25	June 20, 2011 June 20, 2013 June 18, 2012 July 8, 2013 July 8, 2015 December 20, 2014 December 20, 2016 December 7, 2013	idaaa idaaa idaaa idaaa idaaa	idAAA idAAA idAAA idAAA	idA idA idAAA idAAA	29,000 20,000 37,000 38,000 25,000	25,000 29,000 20,000 37,000	10,0 5,0 25,0 29,0
(Note 43) Rupiah PT Bank Negara Indonesia (Persero) Tbk Series I PT Danareksa (Persero) Series III B Series III C Lembaga Pembiayaan Ekspor Indonesia Series IV B Series I B Series I C Series A Series B	13.00 13.50 11.63 8.85 9.60 7.00 7.75	June 20, 2011 June 20, 2013 June 18, 2012 July 8, 2013 July 8, 2015 December 20, 2014 December 20, 2016	idaaa idaaa idaaa idaaa	idAAA idAAA idAAA idAAA	idA idA idAAA idAAA	29,000 20,000 37,000 38,000	25,000 29,000 20,000 37,000	10,0 5,0 25,0 29,0
(Note 43) Rupiah PT Bank Negara Indonesia (Persero) Tbk Series I PT Danareksa (Persero) Series III B Series III C Lembaga Pembiayaan Ekspor Indonesia Series IV B Series I B Series I C Series A Series I A 2012 Series I B 2012 PT Sarana Multigriya Finansial (Persero) Series II Series II	13.00 13.50 11.63 8.85 9.60 7.00 7.75 6.25 6.50	June 20, 2011 June 20, 2013 June 18, 2012 July 8, 2013 July 8, 2015 December 20, 2014 December 20, 2016 December 7, 2013 November 27, 2015	idaaa idaaa idaaa idaaa idaaa idaaa	idAAA idAAA idAAA idAAA 	idA idAA idAAA idAAA - - - - -	29,000 20,000 37,000 38,000 25,000	25,000 29,000 20,000 37,000 38,000	10,0 5,0 25,0 29,0 20,0
(Note 43) Rupiah PT Bank Negara Indonesia (Persero) Tbk Series I PT Danareksa (Persero) Series III B Series III C Lembaga Pembiayaan Ekspor Indonesia Series IV B Series I B Series I C Series A Series A Series I A 2012 Series I B 2012 PT Sarana Multigriya Finansial (Persero) Series II Series II Series II B	13.00 13.50 11.63 8.85 9.60 7.00 7.75 6.25 6.50	June 20, 2011 June 20, 2013 June 18, 2012 July 8, 2013 July 8, 2015 December 20, 2014 December 20, 2016 December 7, 2013 November 27, 2015 January 3, 2011 July 8, 2013	idaaa idaaa idaaa idaaa idaaa idaaa	idAAA idAAA idAAA idAAA idAAA	idA idAA idAAA idAAA - - -	29,000 20,000 37,000 38,000 25,000 25,000	25,000 29,000 20,000 37,000 38,000	10,0 5,0 25,0 29,0 20,0
(Note 43) Rupiah PT Bank Negara Indonesia (Persero) Tbk Series I PT Danareksa (Persero) Series III B Series III C Lembaga Pembiayaan Ekspor Indonesia Series IV B Series I B Series I C Series A Series A Series I A 2012 Series I A 2012 PT Sarana Multigriya Finansial (Persero) Series II Series II B Series II B Series I B Series III B Series III B Series III B Series IV B TP Pupuk Kalimantan Timur	13.00 13.50 11.63 8.85 9.60 7.00 7.75 6.25 6.50 9.50 9.75 8.80	June 20, 2011 June 20, 2013 June 18, 2012 July 8, 2013 July 8, 2015 December 20, 2014 December 20, 2016 December 7, 2013 November 27, 2015 January 3, 2011 July 8, 2013 April 5, 2013	idAAA idAAA idAAA idAAA idAAA idAAA	idAAA idAAA idAAA idAAA	idA idAA idAAA idAAA idAAA - - - - - - - - - -	29,000 20,000 37,000 38,000 25,000 25,000 20,000	25,000 29,000 20,000 37,000 38,000 - - 20,000 20,000	25,0 25,0 29,0 20,0
(Note 43) Rupiah PT Bank Negara Indonesia (Persero) Tbk Series I PT Danareksa (Persero) Series III B Series III C Lembaga Pembiayaan Ekspor Indonesia Series IV B Series IV B Series I B Series I C Series A Series B Series I A 2012 Series I B 2012 PT Sarana Multigriya Finansial (Persero) Series III B Series III S	13.00 13.50 11.63 8.85 9.60 7.00 7.75 6.25 6.50	June 20, 2011 June 20, 2013 June 18, 2012 July 8, 2013 July 8, 2015 December 20, 2014 December 20, 2016 December 7, 2013 November 27, 2015 January 3, 2011 July 8, 2013	idaaa idaaa idaaa idaaa idaaa idaaa	idAAA idAAA idAAA idAAA idAAA	idA idAA idAAA idAAA - - - - -	29,000 20,000 37,000 38,000 25,000 25,000	25,000 29,000 20,000 37,000 38,000	10,0 5,0 25,0 29,0 20,0 25,0 25,0
(Note 43) Rupiah PT Bank Negara Indonesia (Persero) Tbk Series I PT Danareksa (Persero) Series III B Series III C Lembaga Pembiayaan Ekspor Indonesia Series IV B Series I B Series I B Series I B Series I C Series A Series B Series I A 2012 Series I B 2012 PT Sarana Multigriya Finansial (Persero) Series III B Series II B Series III B Series II B Sukuk Ijarah IV A PT Bank Tabungan	13.00 13.50 11.63 8.85 9.60 7.00 7.75 6.25 6.50 9.50 9.75 8.80	June 20, 2011 June 20, 2013  June 18, 2012 July 8, 2013 July 8, 2015 December 20, 2014 December 20, 2016 December 7, 2013 November 27, 2015  January 3, 2011 July 8, 2013 April 5, 2013	idaaa idaaa idaaa idaaa idaaa idaaa idaaa	idAAA idAAA idAAA idAAA idAAA	idAAA idAAA idAAA	29,000 20,000 37,000 38,000 25,000 25,000 20,000 20,000	25,000 29,000 20,000 37,000 38,000 - - 20,000 20,000	25,0 25,0 25,0 29,0 20,0 25,0 20,0
(Note 43) Rupiah PT Bank Negara Indonesia (Persero) Tok Series I PT Danareksa (Persero) Series III B Series III C Lembaga Pembiayaan Ekspor Indonesia Series IV B Series I B Series I C Series A Series B Series I A 2012 Series I B 2012 PT Sarana Multigriya Finansial (Persero) Series III B Series III B Series III B Series III Timur Sukuk Ijarah I Series III Tindosat Tok Sukuk Ijarah I N A PT Bank Tabungan Negara (Persero) Tok	13.00 13.50 11.63 8.85 9.60 7.00 7.75 6.25 6.50 9.50 9.75 8.80 10.75 10.75	June 20, 2011 June 20, 2013  June 18, 2012 July 8, 2013 July 8, 2015 December 20, 2014 December 7, 2013 November 27, 2015  January 3, 2011 July 8, 2013 April 5, 2013  December 4, 2014 December 4, 2014 December 8, 2014	idaaa idaaa idaaa idaaa idaaa idaaa idaaa )	idAAA idAAA idAAA idAAA	idAAA idAAA A**) AA**) AA**) idAAA idAA	29,000 20,000 37,000 38,000 25,000 25,000 20,000 20,000 10,000	25,000 29,000 20,000 37,000 38,000 - - 20,000 20,000 25,000 10,000	10,0 5,0 25,0 29,0 20,0 25,0 20,0
(Note 43) Rupiah PT Bank Negara Indonesia (Persero) Tbk Series I PT Danareksa (Persero) Series III B Series III C Lembaga Pembiayaan Ekspor Indonesia Series IV B Series I C Series I B Series I C Series A Series B Series I A 2012 Series I B 2012 PT Sarana Multigriya Finansial (Persero) Series III B Series III B Series III S Series III S Series III S Series III S Series III B Series III S	13.00 13.50 11.63 8.85 9.60 7.00 7.75 6.25 6.50 9.50 9.75 8.80 10.75 10.75	June 20, 2011 June 20, 2013  June 18, 2012 July 8, 2013 July 8, 2015 December 20, 2014 December 20, 2016 December 7, 2013 November 27, 2015  January 3, 2011 July 8, 2013 April 5, 2013  December 4, 2014 December 8, 2014  June 5, 2022 May 29, 2012	idaaa idaaa idaaa idaaa idaaa idaaa idaaa idaaa idaa idaa idaa	idAAA idAAA idAAA idAAA idAAA idAAA idAAA idAAA idAAA idAA idAA***)  idAA idAA	idAA idAAA idAAA  AA**) AA**) AA**) idAA idAA idAA	29,000 20,000 37,000 38,000 25,000 25,000 20,000 20,000 10,000 16,000	25,000 29,000 20,000 37,000 38,000 	25,0 29,0 20,0 25,0 20,0 25,0 20,0
(Note 43) Rupiah PT Bank Negara Indonesia (Persero) Tbk Series I PT Danareksa (Persero) Series III B Series III C Lembaga Pembiayaan Ekspor Indonesia Series IV B Series I B Series I B Series I B Series I A Series I B Series III PT Indosat Tbk Sukuk Ijarah I V A PT Bank Tabungan Negara (Persero) Tbk Series I	13.00 13.50 11.63 8.85 9.60 7.00 7.75 6.25 6.50 9.50 9.75 8.80 10.75 10.75	June 20, 2011 June 20, 2013  June 18, 2012 July 8, 2013 July 8, 2015 December 20, 2014 December 20, 2016 December 7, 2013 November 27, 2015  January 3, 2011 July 8, 2013 April 5, 2013  December 4, 2014 December 4, 2014 December 8, 2014 June 5, 2022	idaaa idaaa idaaa idaaa idaaa idaaa idaaa )	idAAA idAAA idAAA idAAA idAAA idAAA idAAA  idAAA  idAAA  idAA  idAA***)	idAA idAAA idAAA	29,000 20,000 37,000 38,000 25,000 25,000 20,000 20,000 10,000	25,000 29,000 20,000 37,000 38,000 20,000 20,000 25,000 10,000	45,0 10,0 5,0 25,0 29,0 20,0 25,0 10,0 16,0 30,0

#### PT BANK RAKYAT INDONESIA (PERSERO) Tbk AND SUBSIDIARIES NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

Years Ended December 31, 2012, 2011 and 2010 (Expressed in millions of Rupiah, unless otherwise stated)

#### 7. SECURITIES (continued)

#### d) By Type and Issuer (continued):

#### d.2. Bonds (continued)

	Annual			Rating *)		Fair Va	lue/Carrying Va	lue
Issuer	Interest Rate (%)	Maturity — Date	2012	2011	2010	2012	2011	2010
Held to maturity								
(continued)								
Related parties (Note 43) (continued)								
Rupiah (continued)								
PT PLN (Persero)								
Sukuk Ijarah IV A	11.95	January 12, 2017	idAA+	idAA+	idAA-	10,000	10,000	10,000
Perum Pegadaian		•				•	•	
Series I A	7.50	October 11, 2014	idAA+	idAA+	-	247,000	247,000	-
PT Aneka Tambang								
(Persero) Tbk								
Series I A	8.38	December 18, 2018	idAA	idAA	-	20,000	20,000	-
Series I B	9.05	December 14, 2021	idAA	idAA	-	75,000	75,000	-
PT Waskita Karya								
Series II A	8.75	June 5, 2015	idA-	-	-	25,000	-	-
						753,716	691,337	287,228
					-	1,356,716	1,759,136	1,211,499
					_			

 <sup>\*)</sup> Based on ratings issued by PT Pemeringkat Efek Indonesia (Pefindo)
 \*\*) Based on ratings issued by Moody's
 \*\*\*) Based on ratings issued by Fitch Ratings

#### d.3. Mutual Funds

As of December 31, 2012, 2011 and 2010, ITB Mutual Funds - Niaga amounted to Rp10,998, Rp10,479 and Rp9,562 respectively.

#### d.4. Notes Receivable

	2012				
Issuer	Carrying Value	Rating*)	Maturity Date		
Third Parties United States Dollar					
Gen Electric Cap Corp	48,188	A-	May 22, 2013		
Verizon	28,912	A-	March 28, 2014		
Morgan Stanley	19,275	A-	August 31, 2015		
Morgan Stanley	19,275	A-	August 31, 2017		
	115,650				

	2011				
Issuer	Carrying Value	Rating* <sup>)</sup>	<b>Maturity Date</b>		
Third Parties United States Dollar					
Gen Electric Cap Corp	45,338	A-	May 22, 2013		
Verizon	27,203	A-	March 28, 2014		
Morgan Stanley	18,135	A-	August 31, 2015		
Morgan Stanley	18,135	A-	August 31, 2017		
U.S. Bank, N.A.	353	A-	January 3, 2012		
	109,164				

#### PT BANK RAKYAT INDONESIA (PERSERO) Tbk AND SUBSIDIARIES NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

Years Ended December 31, 2012, 2011 and 2010 (Expressed in millions of Rupiah, unless otherwise stated)

#### 7. SECURITIES (continued)

- d) By Type and Issuer (continued)
  - d.4. Notes Receivable (continued)

	2010				
Issuer	Carrying Value	Rating* <sup>)</sup>	Maturity Date		
Third Parties United States Dollar					
Standard Chartered Bank	180,200	A-	December 8, 2011		
UBS AG	63,070	A-	September 2, 2011		
Intens Funds	45,050	A-	August 30, 2011		
Natix	45,050	A-	August 12, 2011		
U.S. Bank, N.A.	37,242	A-	January 3, 2011		
UBS AG	27,030	A-	August 30, 2011		
	397,642				

<sup>\*)</sup> Based on ratings issued by Standard & Poor's

#### d.5. Subordinated bonds

Annual		B.B. of control	Rating			Fair Value/Carrying Value		
	Interest Rate (%)	Maturity Date	2012	2011	2010	2012	2011	2010
Held to maturity Third parties Rupiah PT Bank OCBC NISP Series III PT Bank Pan	11.35	June 30, 2017	AA**)	AA**)	AA**)	40,000	40,000	40,000
Indonesia Tbk Series II	11.60	April 9, 2018	idAA-*)	idAA-*)	idAA-*)	49,873 89,873	49,857 89,857	49,843 89,843

 <sup>\*)</sup> Based on ratings issued by PT Pemeringkat Efek Indonesia (Pefindo)
 \*\*) Based on ratings issued by Fitch Ratings

#### d.6. Medium Term Notes (MTN)

	Nominal Value		A		Fair Value/Carrying Value		
Issuer	United States Dollar	Rupiah	Annual Interest Rate (%)	Maturity – Date	2012	2011	2010
Available for sale Third party United States Dollar PT Medco Energi Internasional Tbk	5,000,000	-	6.38*)	October 29, 2013	48,470	46,022	44,589
Held to maturity Third party United States Dollar PT Medco Energi International Tbk	20,000,000	-	8.00*)	December 23, 2012	-	181,350	180,200

(Expressed in millions of Rupiah, unless otherwise stated)

#### 7. SECURITIES (continued)

- d) By Type and Issuer (continued):
  - d.6. Medium Term Notes (MTN) (continued)

	Nominal	Value	Annual		F-	:- \/-!/C	- Value
Issuer	United States Dollar	Rupiah	Interest Rate (%)	Maturity - Date	2012	ir Value/Carryin	2010
Held to maturity (continued)							
Related Parties (Note 43)							
Rupiah							
PT Perkebunan Nusantara III (Persero)							
Series A	_	25,000	9.10*)	November 22, 2013	25,000	25,000	25,000
Series B	-	25,000	9.75*)	November 22, 2015	25,000	25,000	25,000
PT Perkebunan							
Nusantara VII (Persero) Series A		50,000	10.40*)	July 8, 2013	50,000	50,000	50,000
PT Sarana Multigriya	-	50,000	10.40 )	July 6, 2013	50,000	50,000	50,000
Finansial (Persero)							
Series II	-	20,000	8.50*)	December 30, 2011	-	-	20,000
Series III	-	30,000	8.20*)	October 11, 2012	-	30,000	
					100,000	130,000	120,000
				_	148,470	357,372	344,789
				=			

<sup>\*)</sup> The interest is receive every 3 (three) months

#### d.7. Credit Linked Notes (CLN)

As of December 31, 2012, 2011, and 2010, the following are the balances of securities in the form of CLN:

	2012				
Issuer	Effective Date	Maturity Date	Annual Interest Rate	Nominal Value (United States Dollar) (full amount)	Carrying Value
Fair value through profit or loss Third parties United States Dollar Standard Chartered Bank	March 14, 2011	March 20, 2014	3.05%	25,000,000	240,938
The Royal Bank of Scotland	April 6, 2011	March 20, 2014	LIBOR**) + 2%	30,000,000	289,125
				55,000,000	530,063
Held to maturity Third parties United States Dollar Restructured in 2011 Credit Suisse International	October 20, 2011	December 20, 2016	LIBOR*) + 2.95%	50,000,000	523,850
Restructured in 2009 Standard Chartered Bank The Hong Kong and Shanghai Banking Corporation	February 11, 2009	March 20, 2014	LIBOR**) + 1.50%	90,000,000	914,480
Ltd	April 28, 2009	June 20, 2014	LIBOR**) + 1.50%	70,000,000	711,959
The Royal Bank of Scotland	January 14, 2009	March 20, 2014	LIBOR**) + 2.80%	50,000,000	510,837
The Royal Bank of Scotland	February 10, 2009	March 20, 2014	LIBOR**) + 1.10%	25,000,000	254,308
				235,000,000	2,391,584

(Expressed in millions of Rupiah, unless otherwise stated)

#### 7. SECURITIES (continued)

- d) By Type and Issuer (continued):
  - d.7. Credit Linked Notes (CLN) (continued)

As of December 31, 2012, 2011, and 2010 the following are the balances of securities in the form of CLN (continued):

			2012		
Issuer	Effective Date	Maturity Date	Annual Interest Rate	Nominal Value (United States Dollar) (full amount)	Carrying Value
Held to maturity (continued) Third parties (continued) United States Dollar (continued) Restructured in 2008 The Royal Bank of Scotland	December 1, 2008	December 20, 2013	LIBOR*) + 1.00%	25,000,000	252,550 3,698,047
			2011		
Issuer	Effective Date	Maturity Date	Annual Interest Rate	Nominal Value (United States Dollar) (full amount)	Carrying Value
Fair value through profit or loss Third parties United States Dollar Standard Chartered Bank The Royal Bank of Scotland	March 14, 2011 April 6, 2011	March 20, 2014 March 20, 2014	3.05% LIBOR**) + 2%	25,000,000 30,000,000 55,000,000	226,688 272,025 498,713
Held to maturity Third parties United States Dollar Restructured in 2011 Credit Suisse International	October 20, 2011	December 20, 2016	LIBOR*) + 2.95%	50,000,000	502,469
Restructured in 2009 Standard Chartered Bank The Hong Kong and Shanghai Banking Corporation	February 11, 2009	March 20, 2014	LIBOR**) + 1.50%	90,000,000	897,739
Ltd The Royal Bank of Scotland	April 28, 2009 January 14, 2009	June 20, 2014 March 20, 2014	LIBOR**) + 1.50% LIBOR**) + 2.80%	70,000,000 50,000,000	694,225 503,376
The Royal Bank of Scotland	February 10, 2009		LIBOR**) + 1.10%	25,000,000	249,926
				235,000,000	2,345,266
Restructured in 2008 The Royal Bank of Scotland	December 1, 2008	December 20, 2013	LIBOR*) + 1.00%	25,000,000	249,260
Total					3,595,708

(Expressed in millions of Rupiah, unless otherwise stated)

#### 7. SECURITIES (continued)

- d) By Type and Issuer (continued):
  - d.7. Credit Linked Notes (CLN) (continued)

As of December 31, 2012, 2011, and 2010 the following are the balances of securities in the form of CLN (continued):

2010

	2010					
Issuer	Effective Date	Maturity Date	Annual Interest Rate	Nominal Value (United States Dollar) (full amount)	Carrying Value	
Held to maturity United States Dollar Restructured in 2009 Standard Chartered Bank The Hong Kong and Shanghai	February 11, 2009	March 20, 2014	LIBOR**) + 1.50%	90,000,000	929,995	
Banking Corporation Ltd The Royal Bank of Scotland The Royal Bank of Scotland	April 28, 2009 January 14, 2009 February 10, 2009	June 20, 2014 March 20, 2014 March 20, 2014	LIBOR**) + 1.50% LIBOR**) + 2.80% LIBOR**) + 1.10%	70,000,000 50,000,000 25,000,000	714,434 523,114 259,224	
				235,000,000	2,426,767	
Restructured in 2008 Credit Suisse International The Royal Bank of Scotland	September 26, 2008 December 1, 2008	December 20, 2012 December 20, 2013	LIBOR*) + 2.65% LIBOR*) + 1.00%	50,000,000 25,000,000	489,082 259,582	
				75,000,000	748,664	
Total					3,175,431	

United States Dollar LIBOR 6 (six) months

CLN represents a debt security where the coupon payments and principal repayment are linked to credit default event of the Republic of Indonesia (reference entity). BRI will receive all interest payments and full principal repayment if there is no credit default event. If credit default event occurs to the reference entity, the issuers will settle the CLN with bonds issued by the reference entity or cash at a certain amount. Credit default events that can occur to the reference entity among others are (i) failure to pay any matured obligation, (ii) repudiation/moratorium and (iii) restructuring in which the payment terms are unfavorable to the creditors.

During 2011, BRI has restructured CLN contracts with Credit Suisse International by changing the period, interest rate and eliminated the requirement to make the top-up payment.

The embedded credit default swap as of December 31, 2012, 2011 and 2010 have a liability fair value of USD5,392,134, USD11,614,086 and USD8,023,069 (equivalent to Rp51,967, Rp105,311 and Rp72,288), respectively, which were recognized as derivatives payable in the consolidated statements of financial position (Note 11). The net gain from the changes in fair value of the embedded credit default swap was recognized as income for the years ended December 31, 2012, 2011 and 2010 which amounted to USD6,221,952 (equivalent to Rp59,964), USD2,034,218 (equivalent to Rp18,445) and USD20,912,952 (equivalent to Rp188,426), respectively.

As of December 31, 2012 and 2011 BRI recognized net unrealized gains from increase in fair value of CLN classified as "fair value through profit or loss" amounted to USD1,387,416 and USD1,408,049 (equivalent to Rp13,371 and Rp12,767) which was recorded in the consolidated statements of financial position as derivatives receivable (Note 11) and consolidated statements of comprehensive income as unrealized gain from changes in fair value of securities and Government Recapitalization Bonds.

<sup>\*)</sup> United States Dollar LIBOR 0 (SIA) INCLUSE

\*\*) United States Dollar LIBOR 3 (three) months

(Expressed in millions of Rupiah, unless otherwise stated)

#### 7. SECURITIES (continued)

e) Movements in the allowance for impairment losses on securities:

	2012	2011	2010
Rupiah Beginning balance *) Adjustment on the beginning balance due to the implementation of SFAS No. 55 (Revised 2006)	1,510	1,535	13,859
(Note 39)	-	-	(12,449)
Provision (reversal) during the year (Note 32)	(750)	(25)	100
Ending balance	760	1,510	1,510
United States Dollar Beginning balance Adjustment on the beginning balance due to the implementation of SFAS No. 55 (Revised 2006)	-	-	43,250
(Note 39)	-	-	(43,250)
Ending balance	-	-	-
	760	1,510	1,510

<sup>\*)</sup> The beginning balance of 2011 is including the balance of BRI Agro (Subsidiary) which amounted to Rp25.

The minimum allowance for impairment losses on securities provided based on Bank Indonesia regulations amounted to Rp760, Rp1,510 and Rp1,510 as of December 31, 2012, 2011 and 2010, respectively.

Management believes that the allowance for impairment losses on securities is adequate.

f) Range of annual interest rates are as follows:

	2012	2011	2010
Rupiah	4.45 - 13.50%	6.25 - 13.50%	6.37 - 13.50%
United States Dollar	1.41 - 8.00	1.35 - 8.00	1.35 - 8.00

- g) BRI recognized unrealized gain net in the value of "Fair Value through Profit or Loss" securities amounted to RpNil, Rp884 and Rp3,321 for the years ended December 31, 2012, 2011 and 2010, respectively, which are recorded under "Unrealized gain from changes in fair value of securities and Government Recapitalization Bonds - net" in the consolidated statements of comprehensive income.
- h) BRI recognized net gain resulting from the sale of securities amounted to Rp42,670, Rp132,246 and Rp153,275 for the years ended December 31, 2012, 2011 and 2010, respectively, which are recorded under "Gain on sale of securities and Government Recapitalization Bonds net" in the consolidated statements of comprehensive income.
- i) Government bonds amounted to Rp540,600 as of December 31, 2010 were sold under agreement to repurchase (Note 23).

Information with respect to classification of not impaired and impaired financial assets is disclosed in Note 37.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 8. EXPORT BILLS

#### a) By Type and Currency:

	2012	2011	2010
Third parties			
Rupiah Domestic Documentary Letters of Credit Export bills	35,148	58,057 1,885	42,715 -
	35,148	59,942	42,715
Foreign currencies  Domestic Documentary Letters of Credit			
United States Dollar	13,019	1,512	-
Export bills			
Chinese Yuan	4,445,891	3,762,636	-
United States Dollar	1,162,547	688,875	445,105
Japanese Yen	81,341	118,818	125,609
Hong Kong Dollar	79,014	46,536	70,927
European Euro	49,776	104,796	34,467
Arab Emirates Dirham	23,360	22,672	4,485
Saudi Arabian Riyal	11,603 8,772	7,933	12,523
Great Britain Pound Sterling Singapore Dollar	8,683	7,750 2,222	3,086
Australian Dollar	1,337	2,222 4,877	2,840
	5,885,343	4,768,627	699,042
	5,920,491	4,828,569	741,757
Related Parties (Note 43) Rupiah			
Domestic Documentary Letters of Credit	14,281	-	-
	14,281		
Total	5,934,772	4,828,569	741,757
Less: Allowance for impairment losses	-	-	(7,418)
	5,934,772	4,828,569	734,339

#### b) By Collectibility:

BRI assessed export bills individually for impairment based on the existence of objective evidence, except for the year 2010, assessment was conducted using Bank Indonesia's collectibility guidelines.

All export bills were classified as "Current" as of December 31, 2010.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 8. EXPORT BILLS (continued)

#### c) By Period:

The classification of export bills based on their remaining period to maturity is as follows:

	2012	2011	2010
Third parties			
≤ 1 month	763,565	572,438	480,034
> 1 month - 3 months	800,732	816,080	218,257
> 3 months - 1 year	4,356,194	3,440,051	43,466
	5,920,491	4,828,569	741,757
Related parties (Note 43) Rupiah			
≤ 1 month	14,281	-	-
	14,281	-	-
Total	5,934,772	4,828,569	741,757
Less: Allowance for impairment losses	-	-	(7,418)
	5,934,772	4,828,569	734,339

#### d) Movements in the allowance for impairment losses on export bills:

2011	2010
7,638	5,512
(7,638)	1,906
-	7,418
	7,638 (7,638)

<sup>\*)</sup> The beginning balance in 2011 represents additional balance of BRI Agro (Subsidiary) which amounted to Rp220.

The minimum allowance for impairment losses on export bills provided based on Bank Indonesia regulations amounted to Rp7,418 as of December 31, 2010.

Management believes that the allowance for impairment losses on export bills is adequate.

Information with respect to the classification of not impaired and impaired financial assets is disclosed in Note 37.

#### 9. GOVERNMENT RECAPITALIZATION BONDS

This account represents bonds issued by the Government related to BRI's recapitalization program and Government Recapitalization Bonds purchased from the secondary market.

In connection with the recapitalization program, BRI received bonds issued by the Government at a nominal amount of Rp29,149,000 in 2 (two) tranches, at nominal amounts of Rp20,404,300 on July 25, 2000 and Rp8,744,700 on October 31, 2000, all of which earn interest at a fixed rate.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 9. GOVERNMENT RECAPITALIZATION BONDS (continued)

Based on the management contract dated February 28, 2001 between the Government and the Directors and Boards of Commissioners of BRI, the total Government Recapitalization Bonds needed for BRI's recapitalization was determined at Rp29,063,531 (Note 28a), therefore the recapitalization excess of Rp85,469 should be returned to the Government and BRI will not earn the interest income on such bonds. On November 5, 2001, BRI returned the Government Recapitalization bonds amounted to Rp85,469, including the related interests on such bonds to the Government.

The details of Government Recapitalization Bonds are as follows:

#### a) By Ownership Purpose and Remaining Period to Maturity:

	2012	2011	2010
Available for sale			
≤ 1 month	715,616	5,396,026	6,026,463
Held to maturity			
> 1 month - 3 months	-	-	4,000,000
> 1 year - 5 years	1,000,000	1,000,000	500,000
> 5 years - 10 years	2,600,000	2,600,000	3,100,000
	3,600,000	3,600,000	7,600,000
	4,315,616	8,996,026	13,626,463

#### b) By Classification and Type:

	Annual		Fair V	alue/Carrying Value	е
Series	Interest Rate (%)	Maturity Date	2012	2011	2010
Available for sale	-			_	
FR0016	13.45	August 15, 2011	-	-	1,047,776
FR0017	13.15	January 15, 2012	-	1,261,849	1,353,485
FR0018	13.18	July 15, 2012	-	3,420,476	3,625,202
VR0027	SPN 3 months	July 25, 2018	447,565	447,714	-
VR0031	SPN 3 months	July 25, 2020	268,051	265,987	-
			715,616	5,396,026	6,026,463
Held to maturity					
FR0015	13.40	February 15, 2011	-	-	4,000,000
VR0020	SPN 3 months	April 25, 2015	250,000	250,000	250,000
VR0021	SPN 3 months	November 25, 2015	250,000	250,000	250,000
VR0023	SPN 3 months	October 25, 2016	500,000	500,000	500,000
VR0026	SPN 3 months	January 25, 2018	375,000	375,000	375,000
VR0027	SPN 3 months	July 25, 2018	375,000	375,000	375,000
VR0028	SPN 3 months	August 25, 2018	375,000	375,000	375,000
VR0029	SPN 3 months	August 25, 2019	375,000	375,000	375,000
VR0031	SPN 3 months	July 25, 2020	1,100,000	1,100,000	1,100,000
		_	3,600,000	3,600,000	7,600,000
			4,315,616	8,996,026	13,626,463

#### c) Other Significant Information:

The schedule of interest payment for FR series bonds is every 6 (six) months, while for VR series bonds is every 3 (three) months.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 9. GOVERNMENT RECAPITALIZATION BONDS (continued)

#### c) Other Significant Information (continued)

Government Recapitalization Bonds amounted to Rp100,000 were sold under agreement to repurchase as of December 31, 2011 and 2010, respectively (Note 23).

The market values of several Government Recapitalization Bonds classified under "Available for sale" ranged from 99.00% to 99.64%, from 98.51% to 104.44% and from 104.99% to 110.69% as of December 31, 2012, 2011 and 2010, respectively.

BRI recognized net loss from sales of Government Recapitalization Bonds classified as "Fair value through profit or loss" amounted to Rp387 for the year ended December 31, 2010, which was recorded under "Gain on sale of securities and Government Recapitalization Bonds - net" in the consolidated statements of comprehensive income.

#### 10. SECURITIES PURCHASED UNDER AGREEMENT TO RESELL

Securities purchased under agreement to resell as of December 31, 2012, 2011 and 2010 consist of:

	2012				
	Terms (day)	Resell Date	Nominal Amount	Resell Price - Net	
Third parties					
Bank Indonesia					
Government bonds					
Series FR0019	42	January 4, 2013	501,450	535,272	
Series FR0026	66	February 22, 2013	530,765	541,314	
Series FR0030	65	March 1, 2013	874	884	
Series FR0036	67	February 22, 2013	139,773	143,174	
Series FR0042	96	March 19, 2013	295,391	305,236	
Series FR0042	95	March 19, 2013	340,168	351,514	
Series FR0042	94	March 22, 2013	679,425	702,315	
Series FR0043	97	April 2, 2013	327,175	338,812	
Series FR0046	42	January 8, 2013	629,180	649,305	
Series FR0047	95	March 22, 2013	336,068	345,108	
Series FR0053	65	February 1, 2013	482,702	497,597	
Series FR0053	61	February 12, 2013	287,380	296,509	
Series FR0053	63	February 15, 2013	288,160	297,309	
Series FR0054	97	March 26, 2013	615,485	635,430	
Series FR0055	67	February 22, 2013	148,727	151,708	
Series FR0055	64	March 1, 2013	175,539	179,180	
Series FR0056	93	March 1, 2013	295,115	300,657	
Series FR0057	97	March 26, 2013	16,140	16,272	
Series FR0058	64	March 1, 2013	31,424	31,513	
Series FR0059	69	February 26, 2013	432,694	436,044	
Series FR0059	64	March 1, 2013	47,468	47,857	
Series FR0060	64	March 1, 2013	9,041	9,158	
Series FR0061	65	February 1, 2013	83,619	84,162	
Series FR0061	67	February 15, 2013	534,895	538,722	
Series FR0061	59	February 8, 2013	534,250	538,106	
Series FR0061	96	April 2, 2013	270,398	272,564	
Series FR0063	97	March 26, 2013	20,050	20,206	
Series FR0064	96	March 19, 2013	31,710	31,937	
Series SPN12130205	65	February 8, 2013	280,447	281,359	
Series SPN12130307	63	February 5, 2013	470,704	472,289	
Series SPN12130606	65	February 8, 2013	186,154	186,759	
Series SPN12130710	69	February 26, 2013	27,551	27,592	
Series SPN12130912	65	March 1, 2013	229,766	229,910	
Series SPN12131204	69	February 26, 2013	54,665	54,747	
		_	9,334,353	9,550,521	

### PT BANK RAKYAT INDONESIA (PERSERO) Tbk AND SUBSIDIARIES NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

Years Ended December 31, 2012, 2011 and 2010 (Expressed in millions of Rupiah, unless otherwise stated)

#### 10. SECURITIES PURCHASED UNDER AGREEMENT TO RESELL (continued)

Securities purchased under agreement to resell as of December 31, 2012, 2011 and 2010 consist of (continued):

	2011					
	Terms (day)	Resell Date	Nominal Amount	Resell Price - Net		
Third parties			_			
Bank Indonesia						
Government bonds Series FR0059	99	Fahruary 10, 2012	18.000	18,265		
Series FR0059 Series FR0056	99	February 16, 2012 February 16, 2012	171,000	190,451		
Series FR0056 Series FR0054	21	January 12, 2012	2,000,000	2,458,802		
Series FR0054 Series FR0053	20	January 12, 2012 January 12, 2012	1,048,200	1,195,006		
Series FR0052	104	February 16, 2012	134,771	177,596		
Series FR0052	22	January 12, 2012	84,096	110,386		
Series FR0047	22	January 12, 2012	915,904	1,148,998		
Series FR0046	20	January 12, 2012	730,800	897,153		
Series FR0044	20	January 12, 2012	391,000	492,300		
Series FR0043	20	January 12, 2012	830,000	1,062,032		
Series FR0043	99	February 16, 2012	61,000	77,627		
Series FR0042	100	March 29, 2012	1,000,000	1,288,767		
Series FR0023	99	February 16, 2012	250,000	265,915		
		=	7,634,771	9,383,298		
		20	10			
	Terms (day)	Resell Date	Nominal Amount	Resell Price - Net		
Third parties PT Bank Pan Indonesia Tbk Government bonds						
Series FR0031	29	January 14, 2011	110,000	124,511		
Series FR0040	29	January 14, 2011	115,000	124,620		
Series FR0045	29	January 14, 2011	263,000	252,250		
		<del>-</del>	488,000	501,381		

BRI assessed securities purchased under agreement to resell individually for impairment based on whether an objective evidence of impairment exists.

Information with respect to classification of not impaired and impaired financial assets is disclosed in Note 37.

#### 11. DERIVATIVES RECEIVABLE AND PAYABLE

The summary of the derivatives transactions is as follows:

2012		
Derivatives receivable	Derivatives payable	
14,062	95,298	
13,371	51,967	
1,417	-	
-	3,404	
-	1,524	
28,850	152,193	
	receivable  14,062 13,371 1,417	

### PT BANK RAKYAT INDONESIA (PERSERO) Tbk AND SUBSIDIARIES NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

Years Ended December 31, 2012, 2011 and 2010 (Expressed in millions of Rupiah, unless otherwise stated)

#### 11. DERIVATIVES RECEIVABLE AND PAYABLE (continued)

The summary of the derivatives transactions is as follows (continued):

	17	

Transaction	Derivatives receivable	Derivatives payable
Credit linked notes (Note 7)	12,767	105,311
Cross currency and interest rate swap	4,976	67,770
Foreign currency swap	75	· -
Purchase and sale of foreign currency spot	-	455
	17,818	173,536

#### 2010

Transaction	Derivatives receivable	Derivatives payable
Cross currency and interest rate swap	78,654	5,840
Purchase and sale of foreign currency spot	5,722	3,673
Foreign currency swap	3,494	-
Credit linked notes (Note 7)	-	72,288
	87,870	81,801

#### a) Cross currency and interest rate swap

BRI's cross currency and interest rate swap contracts as of December 31, 2012, 2011 and 2010 are as follows:

2012

	National	Annual Inte	rest Rate	Date	•
Counterparties	Notional Amount	Received	Paid	Effective	Maturity
DBS Bank	USD65,000,000	7.50%	LIBOR**) + 1.65%	September 27, 2011	September 27, 2014
DBS Bank	USD35,000,000	7.25%	LIBOR**) + 1.65%	October 6, 2011	October 6, 2013
DBS Bank	SGD10,000,000	7.00%	SIBOR*) + 1.90%	July 16, 2012	July 16, 2013
Standard Chartered Bank	USD50,000,000	7.00%	LIBOR**) + 1.30%	September 22, 2011	September 22, 2013
Standard Chartered Bank	USD20,000,000	7.00%	LIBOR**) + 1.69%	September 18, 2012	September 18, 2014
Standard Chartered Bank	USD40,000,000	7.00%	LIBOR**) + 1.75%	November 1, 2012	November 1, 2015
Standard Chartered Bank	USD60,000,000	7.00%	LIBOR**) + 1.75%	November 1, 2012	November 1, 2015
The Hong Kong and Shanghai Banking			•		
Corporation Ltd	USD50,000,000	7.50%	LIBOR**) + 1.70%	September 26, 2011	September 26, 2014
The Hong Kong and Shanghai Banking					
Corporation Ltd	USD50,000,000	7.50%	LIBOR**) + 1.70%	September 21, 2011	September 22, 2014
The Hong Kong and Shanghai Banking					
Corporation Ltd	USD50,000,000	7.00%	LIBOR**) + 1.90%	April 16, 2012	April 16, 2014
The Hong Kong and Shanghai Banking					
Corporation Ltd	USD50,000,000	7.00%	LIBOR**) + 1.50%	December 10, 2012	December 10, 2015
The Hong Kong and Shanghai Banking					
Corporation Ltd	USD50,000,000	7.00%	LIBOR**) + 1.50%	December 4, 2012	December 4, 2015
ANZ Bank	USD50,000,000	7.00%	LIBOR**) + 1.55%	November 5, 2012	November 5, 2014
Citibank	USD25,000,000	7.00%	LIBOR**) + 1.68%	October 15, 2012	October 15, 2014
Corporation Ltd ANZ Bank	USD50,000,000	7.00%	LIBOR**) + 1.55%	November 5, 2012	November 5, 201

<sup>\*)</sup> SGD SIBOR 3 (three) months \*\*) USD LIBOR 3 (three) months

(Expressed in millions of Rupiah, unless otherwise stated)

#### 11. DERIVATIVES RECEIVABLE AND PAYABLE (continued)

a) Cross currency and interest rate swap (continued)

BRI's cross currency and interest rate swap contracts as of December 31, 2012, 2011 and 2010 are as follows (continued):

2011

	Notional	Annual Interest Rate		Date	
Counterparties	Amount	Received	Paid	Effective	Maturity
The Royal Bank of Scotland	USD20,000,000	6.30%	LIBOR*) + 0.60%	September 23, 2011	September 23, 2012
DBS Bank	USD65,000,000	7.50%	LIBOR**) + 1.65%	September 27, 2011	September 27, 2014
DBS Bank	USD35,000,000	7.25%	LIBOR**) + 1.65%	October 6, 2011	October 6, 2013
Standard Chartered Bank	USD50,000,000	7.00%	LIBOR**) + 1.30%	September 22, 2011	September 22, 2013
The Hong Kong and Shanghai Banking			,	•	
Corporation Ltd	USD50,000,000	7.50%	LIBOR**) + 1.70%	September 26, 2011	September 26, 2014
The Hong Kong and Shanghai Banking			,	•	
Corporation Ltd	USD50,000,000	7.50%	LIBOR**) + 1.70%	September 21, 2011	September 22, 2014

<sup>\*\*)</sup> USD LIBOR 3 (three) months

#### 2010

	Madanal	Annual Inte	rest Rate	Date	
Counterparties	Notional Amount	Received	Paid	Effective	Maturity
The Royal Bank of Scotland	USD50,000,000	LIBOR**) + 0.25%	5.40%	December 9, 2010	December 9, 2011
The Royal Bank of Scotland	USD25,000,000	LIBOR**) + 0.50%	5.95%	October 13, 2010	October 13, 2011
DBS Bank	USD40,000,000	SBI*) + 0.05%	LIBOR**) + 1.10%	June 9, 2008	June 9, 2011
DBS Bank	USD25,000,000	LIBOR**) + 1.50%	SBI*) + 1.50%	July 21, 2010	July 21, 2011
Standard Chartered Bank	USD100,000,000	11%	LIBOR**) + 0.80%	June 19, 2008	June 19, 2011
Standard Chartered Bank	USD50,000,000	LIBOR**) + 0.25%	SBI*) - 1.50%	November 12, 2010	November 14, 2011
Standard Chartered Bank	USD100,000,000	LIBOR**) + 0.50%	SBI*)	September 7, 2010	September 7, 2011
The Hong Kong and Shanghai Banking		,	•	•	•
Corporation Ltd	USD25,000,000	LIBOR**) + 1.50%	SBI*) + 1.18%	August 12, 2010	August 12, 2011

Certificates of Bank Indonesia 3 (three) months USD LIBOR 3 (three) months

BRI enters into cross currency and interest rate swap contracts with several counterparties, whereby BRI and counterparties agree to exchange funds in USD and Rupiah with the amount equal at the effective date of the contract. Thus, BRI/counterparties shall pay interest according to the funds received.

If the funds received are in USD, the beneficiary must pays fixed rate or floating rate of SIBOR 3 (three) months, LIBOR 3 (three) months or LIBOR 6 (six) months plus certain margin. On the contrary, the beneficiary pays fixed rate or floating rate of floating rates of interest prevailing in the market plus certain margin if funds received are in Rupiah.

b) Foreign currency spots - purchase and sale

As of December 31, 2012, BRI has outstanding foreign currency spot contracts in United States Dollar with notional amount of USD69,000,000 and contractual amount of Rp670,691 and purchase forward with nominal amount of USD10,000,000 and contractual amount of Rp97,900.

Furthermore, BRI also has foreign currency spot sale contract in United States Dollar with notional amount of USD34,000,000 and contractual amount of Rp330,245.

#### PT BANK RAKYAT INDONESIA (PERSERO) Tbk AND SUBSIDIARIES NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

Years Ended December 31, 2012, 2011 and 2010

(Expressed in millions of Rupiah, unless otherwise stated)

#### 11. DERIVATIVES RECEIVABLE AND PAYABLE (continued)

#### c) Foreign currency swap

As of December 31, 2012, BRI has foreign currency swap contracts in United States Dollar with notional amount of USD14,000,000, and with sale notional amount of USD24,000,000, with the purchase contractual amount of Rp136,545 and sale contractual amount of Rp234,337.

Movements in the allowance for impairment losses on derivatives receivable:

	2010
Beginning balance	1,449
Adjustment on the beginning balance due to the implementation	
of SFAS No. 55 (Revised 2006) (Note 39)	(1,449)
Ending balance	
	· · · · · · · · · · · · · · · · · · ·

BRI assessed derivatives receivable individually for impairment based on whether an objective evidence of impairment exists.

Information with respect to classification of not impaired and impaired financial assets is disclosed in Note 37.

#### 12. LOANS

#### a) By Currency and Type:

	2012	2011	2010
Third parties		· ·	
<u>Rupiah</u>			
Kupedes	106,797,402	90,189,492	75,371,389
Working capital	69,968,219	61,633,557	62,290,266
Consumer	62,087,183	55,715,913	50,791,261
Investment	20,320,941	14,031,064	12,714,177
Program	8,767,917	7,825,141	6,625,255
Syndicated	1,238,165	934,695	775,934
Others	1,112,197	1,247,900	139,046
	270,292,024	231,577,762	208,707,328
Foreign currencies			
Working capital	13,754,643	11,710,504	4,159,430
Investment	8,602,611	4,113,834	3,704,834
Syndicated	841,957	353,748	399,746
	23,199,211	16,178,086	8,264,010
	293,491,235	247,755,848	216,971,338

(Expressed in millions of Rupiah, unless otherwise stated)

#### 12. LOANS (continued)

#### a) By Currency and Type (continued):

25.174.987	16.355.057	12,670,289
11,321,078	7,858,316	8,152,188
6,889,231	3,287,839	1,741,962
55,823	55,721	35,742
50,083	56,855	35,262
43,491,202	27,613,788	22,635,443
		<u> </u>
11,975,719	8,939,046	6,936,650
1,707,399	1,020,489	420,807
92,707	77,086	-
13,775,825	10,036,621	7,357,457
57,267,027	37,650,409	29,992,900
350,758,262	285,406,257	246,964,238
(14,677,220)	(15,951,531)	(13,991,454)
336,081,042	269,454,726	232,972,784
	6,889,231 55,823 50,083 43,491,202 11,975,719 1,707,399 92,707 13,775,825 57,267,027 350,758,262 (14,677,220)	11,321,078 7,858,316 6,889,231 3,287,839 55,823 55,721 50,083 56,855 43,491,202 27,613,788 11,975,719 8,939,046 1,707,399 1,020,489 92,707 77,086 13,775,825 10,036,621 57,267,027 37,650,409 350,758,262 285,406,257 (14,677,220) (15,951,531)

Details of loans in foreign currencies as of December 31, 2012, 2011 and 2010 are Rp35,784,729, Rp26,141,237 and Rp15,596,196 in United States Dollars, Rp161,730, Rp73,470 and Rp21,607 in Singapore Dollars, Rp982,633, RpNil and Rp3,032 in European Euro, Rp34,649, RpNil and Rp632 in Great Britain Pound Sterling, Rp11,295, RpNil and RpNil in Japanese Yen, respectively.

#### b) By Economic Sector:

	2012	2011	2010
Third parties			
Rupiah			
Trading, hotels and restaurants	91,728,349	82,301,568	82,130,884
Agriculture	23,561,544	18,419,819	15,746,727
Manufacturing	11,204,269	7,173,161	7,903,000
Business services	9,792,471	7,210,928	6,157,754
Construction	6,090,323	4,252,484	4,400,580
Transportation, warehousing and communications	2,510,326	1,619,659	1,540,925
Social services	2,438,540	2,601,608	2,650,878
Mining	1,343,961	795,759	1,415,313
Electricity, gas and water	508,731	432,713	400,548
Others	121,113,510	106,770,063	86,360,719
	270,292,024	231,577,762	208,707,328

(Expressed in millions of Rupiah, unless otherwise stated)

#### 12. LOANS (continued)

#### b) By Economic Sector (continued):

Printe parties (continued)   Printe parties		2012	2011	2010
Manufacturing         10,274,764         3,069,287         2,736,052         Agriculture         2,349,319         2,198,047         894,860           Trading, hotels and restaurants         1,617,196         6,319,825         1,156,020         Mining         1,504,623         1,620,730         534,798         354,798         230,940         Transportation, warehousing and communications         832,526         882,440         919,773         230,940         Transportation, warehousing and communications         832,526         882,440         919,773         99,629         899,656         Business services         269,905         200,083         53,500         Social services         3,761         90,213         99,629         99,656         Business services         5,000,165         1,021,837         738,782         23,199,211         16,178,086         8,264,010         82,249,101         293,491,235         247,755,848         216,971,338         226,971,338         226,971,338         226,971,338         216,971,338         216,971,338         216,971,338         216,971,338         216,971,338         216,971,338         216,971,338         216,971,338         216,971,338         216,971,338         216,971,338         216,971,338         216,971,338         216,971,338         216,971,338         216,971,338         216,971,338         216,971,338			-	
Agriculture				
Trading, hotels and restaurants				
Mining				•
Construction         1,042,591         707,672         230,940           Transportation, warehousing and communications         832,526         882,440         919,773           Electricity, gas and water         304,361         67,952         899,656           Business services         269,905         200,083         53,500           Others         5,000,165         1,021,837         738,782           Collection of the services           Collection of the services         23,199,211         16,178,086         8,264,010           Related parties (Note 43)           Rupiah         Electricity, gas and water         7,844,061         6,013,365         4,572,476           Agriculture         6,979,950         2,751,043         1,418,477           Munifacturing         6,774,944         2,895,110         2,154,595           Transportation, warehousing and communications         5,885,222         2,380,028         2,299,154           Business services         5,297,997         5,031,028         4,453,355           Social services         4,500,043         4,092,903         25,057           Construction         2,295,776         1,467,558         943,091           Mining         123,484         307,681 <t< td=""><td></td><td></td><td></td><td></td></t<>				
Transportation, warehousing and communications   832,826   882,440   919,773	•	, ,	, ,	,
Electricity, gas and water				•
Susiness services		•		•
Social services Others         3,761 5,000,165 5,000,165 1,021,837         738,782 738,782           Cothers         5,000,165 5,000,165 1,021,837         1,021,837 738,782           Related parties (Note 43)         23,199,211 16,178,086 8,264,010           Rupiah         293,491,235 247,755,848 216,971,338           Electricity, gas and water Aqriculture 6,979,950 2,751,043 1,418,477 Manufacturing 6,774,944 2,895,110 2,154,595 17 ansportation, warehousing and communications 5,885,222 2,380,028 2,299,154 8 Business services 5,297,997 5,031,028 4,453,355 Social services 4,500,043 4,092,003 25,057 Construction 2,295,776 1,467,558 943,091 Mining 123,884 307,681 350,000 Trading, hotels and restaurants 6,8534 33,557 159,633 Chers 3,720,791 2,641,515 6,259,605 43,491,202 27,613,788 22,635,443           Foreign currencies Manufacturing 9,767,822 6,131,164 52,591 Mining 2,098,967 2,754,253 3,013,805 Construction 526,661 458,021 277,956 Agriculture 63,284 5,38 5 11,864 Business services 56,308 45,338 5 Transportation, warehousing and communications Trading, hotels and restaurants 1,180,874 520,786 87,838 Transportation, warehousing and communications Trading, hotels and restaurants 1,180,874 520,786 87,838 Transportation, warehousing and communications 13,775,825 10,036,621 7,357,457 57,267,027 37,650,409 29,992,900 29,992,900 20,000 29,992,900 20,000 29,992,900 20,000 20,992,900 20,000 20,992,900 20,000 20,900,404 20,000 20,900,404 20,000 20,900,404 20,000 20,900,404 20,000 20,900,404 20,000 20,900,404 20,000 20,900,404 20,000 20,900,404 20,000 20,900,404 20,000 20,900,404 20,000 20,900,404 20,000 20,900,404 20,000 20,900,404 20,000 20,900,404 20,000 20,900,404 20,000 20,900,404 20,000 20,900,404 20,000 20,900,404 20,000 20,900,404 20,000 20,900,404 20,000 20,900,404 20,000 20,900,404 20,000 20,900,404 20,000 20,90	3. 0	•		,
Others         5,000,165         1,021,837         738,782           23,199,211         16,178,086         8,264,010           293,491,235         247,755,848         216,971,338           Related parties (Note 43)           Rupiah         T           Electricity, gas and water         7,844,061         6,013,365         4,572,476           Agriculture         6,979,950         2,751,043         1,418,477           Manufacturing         6,774,944         2,995,110         2,154,595           Transportation, warehousing and communications         5,885,222         2,380,028         2,299,154           Business services         4,500,043         4,092,903         25,057           Construction         2,295,776         1,467,558         943,091           Mining         123,884         307,681         350,000           Trading, hotels and restaurants         68,534         33,557         159,633           Others         43,491,202         27,613,788         22,635,443           Eoreign currencies         43,491,202         27,613,788         22,635,443           Eoreign currencies         Manufacturing         9,767,822         6,131,164         52,591           Mining         2,098,967			,	,
Related parties (Note 43)   Rupiah		•	•	•
Related parties (Note 43)   Rupiah	Others	5,000,165	1,021,837	738,782
Related parties (Note 43)   Rupiah		23,199,211	16,178,086	8,264,010
Rupiah   Electricity, gas and water   7,844,061   6,013,365   4,572,476   Agriculture   6,979,950   2,751,043   1,418,477   Manufacturing   6,774,944   2,895,110   2,154,595   Transportation, warehousing and communications   5,885,222   2,380,028   2,299,154   Business services   5,297,997   5,031,028   4,453,355   Social services   4,500,043   4,092,903   25,057   Construction   2,295,776   1,467,558   943,091   Mining   123,884   307,681   350,000   Trading, hotels and restaurants   68,534   33,557   159,633   Others   3,720,791   2,641,515   6,259,605   43,491,202   27,613,788   22,635,443   Eroeign currencies   Manufacturing   9,767,822   6,131,164   52,591   Mining   2,098,967   2,754,253   3,013,805   Construction   526,651   458,021   277,956   Agriculture   63,284   5,338   5   Transportation, warehousing and communications   81,919   77,074   5   7,7956   Agriculture   49,985   3,913,403   Others   1,180,874   520,786   87,838   Transportation, warehousing and communications   1,180,874   520,786   87,838   Construction   57,267,027   37,650,409   29,992,900   Total   Less: Allowance for impairment losses   (14,677,220)   (15,951,531)   (13,991,454)   Less: Allowance for impairment losses   (14,677,220)   (15,951,531)   (13,991,454)		293,491,235	247,755,848	216,971,338
Electricity, gas and water         7,844,061         6,013,365         4,572,476           Agriculture         6,979,950         2,751,043         1,418,477           Manufacturing         6,774,944         2,985,110         2,154,595           Transportation, warehousing and communications         5,885,222         2,380,028         2,299,154           Business services         5,297,997         5,031,028         4,453,355           Social services         4,500,043         4,992,903         25,057           Construction         123,884         307,681         350,000           Mining         123,884         307,681         350,000           Trading, hotels and restaurants         68,534         33,557         159,633           Others         3,720,791         2,641,515         6,259,605           Manufacturing         9,767,822         6,131,164         52,591           Mining         2,098,967         2,754,253         3,013,805           Construction         526,651         458,021         277,956           Agriculture         63,284         -         11,864           Business services         56,308         45,338         -           Transportation, warehousing and communications         81,919<				
Agriculture         6,979,950         2,751,043         1,418,477           Manufacturing         6,774,944         2,895,110         2,154,595           Transportation, warehousing and communications         5,885,222         2,380,028         2,299,154           Business services         5,297,997         5,031,028         4,453,355           Social services         4,500,043         4,092,903         25,057           Construction         2,295,776         1,467,558         943,091           Mining         123,884         307,681         350,000           Trading, hotels and restaurants         68,534         33,557         159,633           Others         3,720,791         2,641,515         6,259,605           Manufacturing         9,767,822         6,131,164         52,591           Mining         9,767,822         6,131,164         52,591           Mining         9,767,822         6,131,164         52,591           Agriculture         63,284         -         11,864           Business services         56,308         45,338         -           Transportation, warehousing and communications         81,919         77,074         -           Trading, hotels and restaurants         - <td< td=""><td></td><td>7.844.061</td><td>6.013.365</td><td>4.572.476</td></td<>		7.844.061	6.013.365	4.572.476
Manufacturing Transportation, warehousing and communications         6,774,944         2,895,110         2,154,595           Transportation, warehousing and communications         5,885,222         2,380,028         2,299,154           Business services         5,297,997         5,031,028         4,453,355           Social services         4,500,043         4,092,903         25,057           Construction         2,295,776         1,467,558         943,091           Mining         123,884         307,681         350,000           Trading, hotels and restaurants         68,534         33,557         159,633           Others         3,720,791         2,641,515         6,259,605           Manufacturing         9,767,822         6,131,164         52,591           Mining         2,098,967         2,754,253         3,013,805           Construction         526,651         458,021         277,956           Agriculture         63,284         -         11,864           Business services         56,308         45,338         -           Transportation, warehousing and communications         81,919         77,074         -           Trading, hotels and restaurants         -         49,985         3,913,403           Other	3. 0	, ,		, ,
Transportation, warehousing and communications Business services         5,885,222         2,380,028         2,299,154           Business services         5,297,997         5,031,028         4,453,355           Social services         4,500,043         4,092,903         25,057           Construction         2,295,776         1,467,558         943,091           Mining         123,884         307,681         350,000           Trading, hotels and restaurants         68,534         33,557         159,633           Others         3,720,791         2,641,515         6,259,605           Manufacturing         9,767,822         6,131,164         52,591           Mining         2,098,967         2,754,253         3,013,805           Construction         526,651         458,021         277,956           Agriculture         63,284         -         11,864           Business services         56,308         45,338         -           Transportation, warehousing and communications         81,919         77,074         -           Trading, hotels and restaurants         -         49,985         3,913,403           Others         13,775,825         10,036,621         7,357,457           57,267,027         37,650,409<	3	, ,	, ,	
Business services         5,297,997         5,031,028         4,453,355           Social services         4,500,043         4,092,903         25,057           Construction         2,295,776         1,467,558         943,091           Mining         123,884         307,681         350,000           Trading, hotels and restaurants         68,534         33,557         159,633           Others         3,720,791         2,641,515         6,259,605           Manufacturing         9,767,822         6,131,164         52,591           Mining         2,098,967         2,754,253         3,013,805           Construction         526,651         458,021         277,956           Agriculture         63,284         -         11,864           Business services         56,308         45,338         -           Transportation, warehousing and communications         81,919         77,074         -           Trading, hotels and restaurants         -         49,985         3,913,403           Others         1,180,874         520,786         87,838           13,775,825         10,036,621         7,357,457           57,267,027         37,650,409         29,992,900           Total	S .			
Social services         4,500,043         4,092,903         25,057           Construction         2,295,776         1,467,558         943,091           Mining         123,884         307,681         350,000           Trading, hotels and restaurants         68,534         33,557         159,633           Others         3,720,791         2,641,515         6,259,605           Manufacturing         9,767,822         6,131,164         52,591           Mining         2,098,967         2,754,253         3,013,805           Construction         526,651         458,021         277,956           Agriculture         63,284         -         11,864           Business services         56,308         45,338         -           Transportation, warehousing and communications         81,919         77,074         -           Trading, hotels and restaurants         -         49,985         3,913,403           Others         1,180,874         520,786         87,838           13,775,825         10,036,621         7,357,457           57,267,027         37,650,409         29,992,900           Total         350,758,262         285,406,257         246,964,238           Less: Allowance for impairmen				
Construction Mining         2,295,776         1,467,558         943,091           Mining Trading, hotels and restaurants         68,534         307,681         350,000           Others         3,720,791         2,641,515         6,259,605           Manufacturing         9,767,822         6,131,164         52,591           Mining         2,098,967         2,754,253         3,013,805           Construction         526,651         458,021         277,956           Agriculture         63,284         -         11,864           Business services         56,308         45,338         -           Transportation, warehousing and communications         81,919         77,074         -           Trading, hotels and restaurants         -         49,985         3,913,403           Others         1,180,874         520,786         87,838           13,775,825         10,036,621         7,357,457           57,267,027         37,650,409         29,992,900           Total         350,758,262         285,406,257         246,964,238           Less: Allowance for impairment losses         (14,677,220)         (15,951,531)         (13,991,454)				, ,
Mining Trading, hotels and restaurants         123,884 68,534         307,681 33,557         350,000 159,633           Others         3,720,791         2,641,515         6,259,605           43,491,202         27,613,788         22,635,443           Foreign currencies Manufacturing         9,767,822         6,131,164         52,591           Mining         2,098,967         2,754,253         3,013,805           Construction         526,651         458,021         277,956           Agriculture         63,284         -         11,864           Business services         56,308         45,338         -           Transportation, warehousing and communications         81,919         77,074         -           Trading, hotels and restaurants         -         49,985         3,913,403           Others         1,180,874         520,786         87,838           13,775,825         10,036,621         7,357,457           57,267,027         37,650,409         29,992,900           Total         350,758,262         285,406,257         246,964,238           Less: Allowance for impairment losses         (14,677,220)         (15,951,531)         (13,991,454)				•
Trading, hotels and restaurants         68,534         33,557         159,633           Others         3,720,791         2,641,515         6,259,605           43,491,202         27,613,788         22,635,443           Foreign currencies         Manufacturing         9,767,822         6,131,164         52,591           Mining         2,098,967         2,754,253         3,013,805           Construction         526,651         458,021         277,956           Agriculture         63,284         -         11,864           Business services         56,308         45,338         -           Transportation, warehousing and communications         81,919         77,074         -           Trading, hotels and restaurants         -         49,985         3,913,403           Others         1,180,874         520,786         87,838           13,775,825         10,036,621         7,357,457           57,267,027         37,650,409         29,992,900           Total         350,758,262         285,406,257         246,964,238           Less: Allowance for impairment losses         (14,677,220)         (15,951,531)         (13,991,454)				•
Others         3,720,791         2,641,515         6,259,605           Foreign currencies         43,491,202         27,613,788         22,635,443           Manufacturing         9,767,822         6,131,164         52,591           Mining         2,098,967         2,754,253         3,013,805           Construction         526,651         458,021         277,956           Agriculture         63,284         -         11,864           Business services         56,308         45,338         -           Transportation, warehousing and communications         81,919         77,074         -           Trading, hotels and restaurants         -         49,985         3,913,403           Others         1,180,874         520,786         87,838           13,775,825         10,036,621         7,357,457           57,267,027         37,650,409         29,992,900           Total         350,758,262         285,406,257         246,964,238           Less: Allowance for impairment losses         (14,677,220)         (15,951,531)         (13,991,454)	3	,	,	,
Foreign currencies           Manufacturing         9,767,822         6,131,164         52,591           Mining         2,098,967         2,754,253         3,013,805           Construction         526,651         458,021         277,956           Agriculture         63,284         -         11,864           Business services         56,308         45,338         -           Transportation, warehousing and communications         81,919         77,074         -           Trading, hotels and restaurants         -         49,985         3,913,403           Others         1,180,874         520,786         87,838           13,775,825         10,036,621         7,357,457           57,267,027         37,650,409         29,992,900           Total         350,758,262         285,406,257         246,964,238           Less: Allowance for impairment losses         (14,677,220)         (15,951,531)         (13,991,454)		•	•	·
Manufacturing Mining         9,767,822         6,131,164         52,591           Mining Construction         2,098,967         2,754,253         3,013,805           Construction Agriculture         526,651         458,021         277,956           Agriculture Business services         56,308         45,338         -           Transportation, warehousing and communications Trading, hotels and restaurants         81,919         77,074         -           Trading, hotels and restaurants Others         1,180,874         520,786         87,838           13,775,825         10,036,621         7,357,457           57,267,027         37,650,409         29,992,900           Total Less: Allowance for impairment losses         350,758,262         285,406,257         246,964,238           Less: Allowance for impairment losses         (14,677,220)         (15,951,531)         (13,991,454)		43,491,202	27,613,788	22,635,443
Mining         2,098,967         2,754,253         3,013,805           Construction         526,651         458,021         277,956           Agriculture         63,284         -         11,864           Business services         56,308         45,338         -           Transportation, warehousing and communications         81,919         77,074         -           Trading, hotels and restaurants         -         49,985         3,913,403           Others         1,180,874         520,786         87,838           13,775,825         10,036,621         7,357,457           57,267,027         37,650,409         29,992,900           Total         350,758,262         285,406,257         246,964,238           Less: Allowance for impairment losses         (14,677,220)         (15,951,531)         (13,991,454)				
Construction         526,651         458,021         277,956           Agriculture         63,284         -         11,864           Business services         56,308         45,338         -           Transportation, warehousing and communications         81,919         77,074         -           Trading, hotels and restaurants         -         49,985         3,913,403           Others         1,180,874         520,786         87,838           13,775,825         10,036,621         7,357,457           57,267,027         37,650,409         29,992,900           Total         350,758,262         285,406,257         246,964,238           Less: Allowance for impairment losses         (14,677,220)         (15,951,531)         (13,991,454)				•
Agriculture 63,284 - 11,864 Business services 56,308 45,338 - Transportation, warehousing and communications 81,919 77,074 - Trading, hotels and restaurants - 49,985 3,913,403 Others 1,180,874 520,786 87,838  13,775,825 10,036,621 7,357,457  57,267,027 37,650,409 29,992,900  Total 350,758,262 285,406,257 246,964,238 Less: Allowance for impairment losses (14,677,220) (15,951,531) (13,991,454)		, ,	, ,	, ,
Business services         56,308         45,338         -           Transportation, warehousing and communications         81,919         77,074         -           Trading, hotels and restaurants         -         49,985         3,913,403           Others         1,180,874         520,786         87,838           13,775,825         10,036,621         7,357,457           57,267,027         37,650,409         29,992,900           Total         350,758,262         285,406,257         246,964,238           Less: Allowance for impairment losses         (14,677,220)         (15,951,531)         (13,991,454)		,	458,021	,
Transportation, warehousing and communications         81,919         77,074         -           Trading, hotels and restaurants         -         49,985         3,913,403           Others         1,180,874         520,786         87,838           13,775,825         10,036,621         7,357,457           57,267,027         37,650,409         29,992,900           Total         350,758,262         285,406,257         246,964,238           Less: Allowance for impairment losses         (14,677,220)         (15,951,531)         (13,991,454)			45.000	11,864
Trading, hotels and restaurants Others         -         49,985 520,786         3,913,403 87,838           13,775,825         10,036,621         7,357,457           57,267,027         37,650,409         29,992,900           Total Less: Allowance for impairment losses         350,758,262 285,406,257 246,964,238 (13,991,454)         246,964,238 (13,991,454)			•	-
Others         1,180,874         520,786         87,838           13,775,825         10,036,621         7,357,457           57,267,027         37,650,409         29,992,900           Total Less: Allowance for impairment losses         350,758,262         285,406,257         246,964,238           (14,677,220)         (15,951,531)         (13,991,454)		81,919	,	-
13,775,825         10,036,621         7,357,457           57,267,027         37,650,409         29,992,900           Total Less: Allowance for impairment losses         350,758,262         285,406,257         246,964,238           (14,677,220)         (15,951,531)         (13,991,454)	<b>O</b> ,	4 400 074		
Total Less: Allowance for impairment losses         350,758,262 (14,677,220)         285,406,257 (15,951,531)         246,964,238 (13,991,454)	Others	1,180,874	520,786	87,838
Total 350,758,262 285,406,257 246,964,238 Less: Allowance for impairment losses (14,677,220) (15,951,531) (13,991,454)		13,775,825	10,036,621	7,357,457
Less: Allowance for impairment losses (14,677,220) (15,951,531) (13,991,454)		57,267,027	37,650,409	29,992,900
336,081,042 269,454,726 232,972,784	Less: Allowance for impairment losses			(13,991,454)
		336,081,042	269,454,726	232,972,784

(Expressed in millions of Rupiah, unless otherwise stated)

#### 12. LOANS (continued)

#### c) By Period:

The classification of loans based on the remaining period to maturity is as follows:

	2012	2011	2010
Third parties			
<u>Rupiah</u>			
≤ 1 month	9,162,744	8,636,335	8,114,618
> 1 month - 3 months	12,034,330	11,170,959	11,294,927
> 3 months - 1 year	53,594,760	46,374,408	44,749,348
> 1 year - 2 years	43,277,587	37,071,298	32,326,151
> 2 years - 5 years	74,711,131	65,733,770	60,619,171
> 5 years	77,511,472	62,590,992	51,603,113
	270,292,024	231,577,762	208,707,328
Foreign currencies			
≤ 1 month	1,325,785	744,280	1,025,975
> 1 month - 3 months	1,648,194	802,530	732,191
> 3 months - 1 year	7,037,085	6,644,163	1,190,906
> 1 year - 2 years	3,508,766	1,418,908	512,271
> 2 years - 5 years	5,405,805	4,238,244	2,889,888
> 5 years	4,273,576	2,329,961	1,912,779
	23,199,211	16,178,086	8,264,010
	293,491,235	247,755,848	216,971,338
Related parties (Note 43) Rupiah			
≤ 1 month	5,885,185	5,069,059	4,202,001
> 1 month - 3 months	10,230,543	5,472,456	5,959,298
> 3 months - 1 year	5,415,744	3,880,725	1,194,479
> 1 year - 2 years	971,450	672,840	1,810,107
> 2 years - 5 years	6,090,145	2,811,474	2,575,554
> 5 years	14,898,135	9,707,234	6,894,004
	43,491,202	27,613,788	22,635,443
Foreign currencies			
<u>r oreign currencies</u> ≤ 1 month	9,459,919	6,126,118	_
> 3 months - 1 year	514,814	98,959	71,896
> 1 year - 2 years	1,954,003	112,336	199,229
> 2 years - 5 years	569,005	2,754,253	2,824,595
> 5 years	1,278,084	944,955	4,261,737
	13,775,825	10,036,621	7,357,457
	57,267,027	37,650,409	29,992,900
Total	350,758,262	285,406,257	246,964,238
Less: Allowance for impairment losses	(14,677,220)	(15,951,531)	(13,991,454)
	336,081,042	269,454,726	232,972,784

(Expressed in millions of Rupiah, unless otherwise stated)

#### 12. LOANS (continued)

#### d) By Collectibility:

	2012	2011	2010
Individual	6,335,884	4,261,841	5,011,021
Collective			
Current	321,845,346	257,435,589	225,447,541
Special mention	17,517,600	18,698,719	11,547,910
Substandard	816,579	752,016	1,044,966
Doubtful	832,095	847,057	894,169
Loss	3,410,758	3,411,035	3,018,631
	350,758,262	285,406,257	246,964,238
Less: Allowance for impairment losses			
Individual	(3,403,315)	(3,139,887)	(4,121,561)
Collective	(11,273,905)	(12,811,644)	(9,869,893)
	(14,677,220)	(15,951,531)	(13,991,454)
Total	336,081,042	269,454,726	232,972,784
	=======================================		

#### e) By Operating Segment:

	2012	2011	2010
Third parties Rupiah			
Corporate	20,426,136	12,479,160	11,560,953
Micro	115,494,852	98,079,430	81,832,169
Retail	134,371,036	121,019,172	115,314,206
	270,292,024	231,577,762	208,707,328
Foreign currencies			
Corporate	16,596,854	11,519,853	7,579,385
Retail	6,602,357	4,658,233	684,625
	23,199,211	16,178,086	8,264,010
	293,491,235	247,755,848	216,971,338
Related parties (Note 43) Rupiah			
Corporate	38,139,057	22,843,672	18,637,016
Retail	5,352,145	4,770,116	3,998,427
	43,491,202	27,613,788	22,635,443
Foreign currencies			
Corporate	13,727,637	9,991,284	7,314,669
Retail	48,188	45,337	42,788
	13,775,825	10,036,621	7,357,457
	57,267,027	37,650,409	29,992,900
Total	350,758,262	285,406,257	246,964,238
Less: Allowance for impairment losses	(14,677,220)	(15,951,531)	(13,991,454)
	336,081,042	269,454,726	232,972,784

(Expressed in millions of Rupiah, unless otherwise stated)

#### 12. LOANS (continued)

- f) Other Significant Information:
  - 1) Average annual interest rates for loans are as follows:

	2012	2011	2010
Contractual Rate			
Rupiah	4.50 - 22.32%	5.00 - 24.00%	5.50 - 24.00%
Foreign Currencies	3.10 - 9.50	3.70 - 9.50	3.75 - 9.50
Effective Interest Rate			
Rupiah	5.09 - 30.10%	5.12 - 30.41%	5.48 - 30.59%
Foreign Currencies	4.49 - 9.50	4.24 - 9.97	4.24 - 9.97

- 2) The loans are generally collateralized by registered mortgages, by powers of attorneys to sell, demand deposits, time deposits or by other guarantees generally accepted by banks (Notes 19 and 21).
- 3) Working capital and investment loans represent loans to customers for capital goods and working capital requirements.
- 4) Consumer loans consist of housing, motor vehicles and other personal loans.
- 5) Program loans represent loan facilities channeled by BRI based on the guidelines from the Government to support the development of Indonesia's small scale industry, middle and cooperative units.
- 6) Kupedes loans represent credit facilities channeled by BRI through BRI's Units. The target of these loans is micro businesses and fixed income employees that require additional funds, in accordance with the maximum limit amount stated in the Kupedes manual. The economic sectors covered under Kupedes include agriculture, manufacturing, trading and others.
- 7) Syndicated loans are provided to customers under syndication agreements with other banks. BRI's participation as member of the syndicated loans ranged from 2.97% until 74.94%, 10.00% until 74.94% and 12.44% until 74.94% as of December 31, 2012, 2011 and 2010, respectively.
- 8) Loans to employees which earn interest of 5.5% per annum were intended for the acquisition of vehicles, houses and other necessities with 4 (four) to 20 (twenty) years maturity. Loan principal and interest payments were collected through monthly payroll deductions. Difference between employee loan's interest rates and Base Lending Rate (BLR) is deferred and recorded as deferred expense for employee loans as part of other assets. Deferred expense for employee loans amounted to Rp708,141, Rp629,188 and Rp757,608 as of December 31, 2012, 2011 and 2010, respectively (Note 17).
- 9) Loans granted by BRI to related parties, other than loans to key employees (Note 43) are as follows:

	2012	2011	2010
PT Pertamina (Persero)	10,348,229	8,539,984	7,217,175
PT Perusahaan Listrik Negara (Persero)	8,211,065	6,838,464	6,199,343
Perum Pegadaian	4,769,429	4,858,401	4,246,385
PT Taspen (Persero)	4,500,000	4,014,051	3,390,000
PT Telekomunikasi Indonesia (Persero) Tbk	3,625,000	1,700,000	1,375,000

(Expressed in millions of Rupiah, unless otherwise stated)

#### 12. LOANS (continued)

- f) Other Significant Information (continued):
  - 9) Loans granted by BRI to related parties, other than loans to key employees (Note 43) are as follows (continued):

2012	2011	2010
3,570,265	1,229,276	676,293
2,444,483	900,518	642,743
1,711,741	820,519	270,284
1,000,000	435,536	-
973,468	-	-
548,005	193,312	187,218
185,840	113,445	158,432
9,632	18,020	20,652
444	1,134	-
-	3,637	5,971
15,313,603	7,928,391	5,567,662
57,211,204	37,594,688	29,957,158
	3,570,265 2,444,483 1,711,741 1,000,000 973,468 548,005 185,840 9,632 444	3,570,265 1,229,276 2,444,483 900,518 1,711,741 820,519 1,000,000 435,536 973,468 - 548,005 193,312 185,840 113,445 9,632 18,020 444 1,134 - 3,637 15,313,603 7,928,391

10) Loans that have been restructured by BRI (Parent Entity) in 2012, 2011 and 2010 and are still in the process of restructuring as of December 31, 2012, 2011 and 2010 are as follows (unaudited):

	2012	2011	2010
Restructured during the year	624,782	985,180	1,034,003
In the process of restructuring	329,838	522,971	716,171

The scheme of restructuring is generally extension of the payment period.

- 11) In its report on Legal Lending Limit to Bank Indonesia as of December 31, 2012, 2011 and 2010, BRI indicated that there is no debtor either related party or third party who has not complied with or exceeded the Legal Lending Limit.
- 12) The details of non-performing loans and allowance for impairment losses by economic sector are as follows:

	2012	2011	2010
Trading, hotels and restaurants	3,904,999	4,667,692	4,428,668
Construction	1,510,299	413,031	738,139
Manufacturing	1,050,306	1,105,804	1,416,037
Transportation, warehousing and communications	998,893	154,337	276,623
Business services	675,248	497,988	559,596
Agriculture	595,414	576,143	603,940
Mining	84,077	21,373	25,279
Social services	69,115	212,401	368,854
Electricity, gas and water	35,037	24,692	17,528
Others	2,471,928	1,598,488	1,534,123
Total	11,395,316	9,271,949	9,968,787
Less: Allowance for impairment losses	(4,595,451)	(7,027,144)	(7,646,236)
_	6,799,865	2,244,805	2,322,551

(Expressed in millions of Rupiah, unless otherwise stated)

#### 12. LOANS (continued)

f) Other Significant Information (continued):

The ratios of non-performing loans (NPL) based on Bank Indonesia regulations are as follows:

#### (i) Consolidated

	2012	2011	2010
Total non-performing loans Total loans % non-performing loans ( NPL)	6,296,470 350,758,262 1,80%	6,586,960 285,406,257 2,31%	6,865,709 246,964,238 2,78%
(ii) BRI (Parent Entity)			
	2012	2011	2010
Total non-performing loans Total loans % non-performing loans (NPL)	6,203,863 348,227,188 1.78%	6,522,422 283,583,198 2,30%	6,865,709 246,964,238 2.78%

Movements in the allowance for impairment losses on loans:

	2012	2011	2010
Beginning balance *) Adjustment on the beginning balance due to the implementation of SFAS No. 55	15,951,531	14,201,100	11,279,891
(Revised 2006) (Note 39)	-	-	(17,266)
Allowance during the year (Note 32)	2,593,691	5,789,241	7,879,092
Loans written off during the year	(4,447,510)	(4,394,952)	(4,964,081)
Foreign currency translation	579,508	356,142	(186,182)
Ending balance	14,677,220	15,951,531	13,991,454

<sup>\*)</sup> The beginning balance in 2011 represents additional balance of BRI Agro (Subsidiary) which amounted to Rp209,646.

BRI's (Parent Entity) allowance for impairment losses balance includes the allowance for disaster prone areas amounted to Rp1,847,010, Rp5,961,982 and Rp3,903,584 as of December 31, 2012, 2011 and 2010, respectively (Notes 2f).

The minimum allowance for impairment losses on loans provided based on Bank Indonesia regulation (Note 2f) amounted to Rp9,024,876, Rp8,620,578 and Rp7,743,646 as of December 31, 2012, 2011 and 2010, respectively.

Management believes that the allowance for impairment losses on loans is adequate.

Information with respect to classification of not impaired and impaired financial assets is disclosed in Note 37.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 13. SHARIA RECEIVABLES AND FINANCING

Sharia receivables and financing based on collectibility are as follows:

	2012	2011	2010
Third parties			_
Current	10,524,430	8,517,359	5,138,596
Special mention	264,904	216,663	180,244
Substandard	144,735	29,280	42,984
Doubtful	24,707	71,752	31,043
Loss	170,983	151,801	101,630
	11,129,759	8,986,855	5,494,497
Related parties (Note 43)			
Current	118,495	121,860	30,471
Special mention	26	-	-
Substandard	1	-	-
	118,522	121,860	30,471
Total	11,248,281	9,108,715	5,524,968
Less: Allowance for impairment losses	(237,645)	(138,441)	(111,376)
	11,010,636	8,970,274	5,413,592
		=======================================	

Sharia receivables and financing consist of *murabahah* receivables, *istishna* receivables, *qardh* borrowing, *mudharabah* and *musyarakah* financing.

Movements in the allowance for impairment losses on Sharia receivables and financing:

	2012	2011	2010
Beginning balance	138,441	111,376	88,257
Provision (reversal) during the year (Note 32)	75,426	18,743	(3,267)
Recoveries from loans written off	25,687	35,964	26,386
Loans written off during the year	(1,909)	(27,642)	-
Ending balance	237,645	138,441	111,376

Management believes that the allowance for losses of Sharia receivables and financing is adequate.

As of December 31, 2012, 2011 and 2010, Sharia receivables and financing classified as Non-Performing Financing (NPF) amounted to Rp340,426 (3.03%), Rp252,833 (2.78%) and Rp175,657 (3.18%), respectively.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 14. ACCEPTANCES RECEIVABLE AND PAYABLE

The details of acceptances receivable from customers are as follows:

#### a) By Type and Currency:

	2012	2011	2010
Third parties			
Rupiah Import Letters of Credit and Domestic Document			
Letters of Credit	23,306	56,514	-
Foreign currencies Import Letters of Credit and Domestic Document Letters of Credit			
United States Dollar	4,067,960	1,325,538	560,271
European Euro	8,051	14,028	35,090
Japanese Yen	892	1,255	-
Singapore Dollar		<u> </u>	613
	4,076,903	1,340,821	595,974
	4,100,209	1,397,335	595,974
Related parties (Note 43) Rupiah Import Letters of Credit and Domestic Document			
Letters of Credit	349	493	<u>-</u>
Foreign currencies Import Letters of Credit and Domestic Document Letters of Credit			
United States Dollar	495,981	280,468	70,904
European Euro Japanese Yen	189,582	- 13,880	-
Japanese Ten			<u>-</u>
	685,563	294,348	70,904
	685,912	294,841	70,904
Total	4,786,121	1,692,176	666,878
Less: Allowance for impairment losses	-	-	(6,669)
	4,786,121	1,692,176	660,209

Acceptances payable represent the same amount as acceptances receivable from customers (before deducted from allowance for impairment losses).

#### b) By Collectibility:

BRI assessed acceptances receivable individually for impairment based on whether an objective evidence of impairment exists.

#### c) By Period:

The classifications of acceptances receivable based on the remaining period until maturity are as follows:

	2012	2011	2010
Third parties			
≤ 1 month	530,585	395,301	202,717
> 1 month - 3 months	1,530,415	716,137	290,109
> 3 months - 1 year	2,039,209	285,897	103,148
	4,100,209	1,397,335	595,974

### PT BANK RAKYAT INDONESIA (PERSERO) Tbk AND SUBSIDIARIES NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

Years Ended December 31, 2012, 2011 and 2010 (Expressed in millions of Rupiah, unless otherwise stated)

#### 14. ACCEPTANCES RECEIVABLE AND PAYABLE (continued)

#### c) By Period (continued):

The classifications of acceptances receivable based on the remaining period until maturity are as follows (continued):

	2012	2011	2010
Related parties (Note 43)			
≤ 1 month	43,378	33,279	66,881
> 1 month - 3 months	425,110	23,276	4,023
> 3 months - 1 year	217,424	238,286	-
	685,912	294,841	70,904
Total	4,786,121	1,692,176	666,878
Less: Allowance for impairment losses	-	-	(6,669)
	4,786,121	1,692,176	660,209

d) Movements in the allowance for impairment losses on acceptances receivable are as follows:

	2011	2010
Beginning balance *)	7,240	4,502
Allowance (reversal) during the year (Note 32)	(7,240)	2,167
Ending Balance	-	6,669

<sup>\*)</sup> The beginning balance in 2011 represents additional balance of BRI Agro (Subsidiary) which amounted to Rp571.

Management believes that the allowance for impairment losses on acceptances receivable is adequate.

Information with respect to classification of not impaired and impaired financial assets is disclosed in Note 37.

#### 15. INVESTMENT IN ASSOCIATED ENTITIES

The details of investment in associated entities are as follows:

		2012			
Company Name	Type of Business	Percentage of Ownership	Cost	Accumulated Equity in Net Earnings of Associated Company	Carrying Value
PT BTMU-BRI Finance (Related party - Note 43)	Financing	45.00%	24,750	170,584	195,334
PT Kustodian Sentral Efek Indonesia	Central securion depository institution	ties 3.00			900
PT Sarana Bersama Pembiayaan Indonesia	Investment	8.00			536

(Expressed in millions of Rupiah, unless otherwise stated)

#### 15. INVESTMENT IN ASSOCIATED ENTITIES (continued)

The details of investment in associated entities are as follows (continued):

			20	012	
Company Name	Type of Business	Percentage of Ownership	Cost	Accumulated Equity in Net Earnings of Associated Company	Carrying Value
PT Pemeringkat Efek Indonesia	Credit rating				
BPR Toelongredjo Agroloka	agency Banking	2.10 3.00			210 77
BPR Tjoekir Agroloka	Banking	3.00			77
BPR Toelangan Agroloka	Banking	9.00			66
BPR Cinta Manis Agroloka	Banking	10.00			35
BPR Bungamayang Agroloka	Banking	9.00			23
PT Aplikanusa Lintasarta	Non-Banking	0.03			20
<b>-</b>					1,944
Total Less: Allowance for impairment los	sses				197,278 (536
					196,742
			20	Accumulated Equity in Net Earnings of	
Company Name	Type of Business	Percentage of Ownership	Cost	Associated Company	Carrying Value
DT DTMLI DDI Cinana					
PT BTMU-BRI Finance (Related party - Note 43)	Financing	45.00%	24,750	138,531	163,281
PT Kustodian Sentral Efek	Central securiti	ies			
Indonesia	depository				
	institution	3.00			900
PT Sarana Bersama					=00
Pembiayaan Indonesia	Investment	8.00			536
PT Pemeringkat Efek Indonesia	Credit rating agency	2.10			210
BPR Toelongredjo Agroloka	Banking	3.00			77
BPR Tjoekir Agroloka	Banking	3.00			77
BPR Toelangan Agroloka	Banking	9.00			66
BPR Cinta Manis Agroloka	Banking	10.00			35
BPR Bungamayang Agroloka	Banking	9.00			23
PT Aplikanusa Lintasarta	Non-Banking	0.03			20
					1,944
Total					165,225
Less: Allowance for impairment los	sses				(536)
					164,689

### PT BANK RAKYAT INDONESIA (PERSERO) Tbk AND SUBSIDIARIES NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

Years Ended December 31, 2012, 2011 and 2010

(Expressed in millions of Rupiah, unless otherwise stated)

#### 15. INVESTMENT IN ASSOCIATED ENTITIES (continued)

The details of investment in associated entities are as follows (continued):

		2010			
Company Name	Type of Business	Percentage of Ownership	Cost	Accumulated Equity in Net Earnings of Associated Company	Carrying Value
PT BTMU-BRI Finance					
(Related party - Note 43)	Financing	45.00%	24,750	109,380	134,130
PT Kustodian Sentral Efek Indonesia	Central securit depository				
PT Sarana Bersama	institution	3.00			900
Pembiayaan Indonesia PT Pemeringkat Efek Indonesia	Investment Credit rating	8.00			536
· ·	agency	2.10			210
					1,646
Total Less: Allowance for impairment los	sses				135,776 (1,888)
·					133,888

BRI assessed investment in associated entities individually for impairment based on whether an objective evidence of impairment exists.

As of December 2010, all investments were classified as "Current", except for investment in associated entities of PT Sarana Bersama Pembiayaan Indonesia which was classified as "Loss".

In 2012, 2011 and 2010, BRI received cash dividends from PT Pemeringkat Efek Indonesia amounted to Rp158, Rp134 and Rp147, respectively, from the distribution of income at the end of year 2011, 2010 and 2009.

Movements in the allowance for impairment losses on investment in associated entities:

	2012	2011	2010
Beginning balance *) Allowance (reversal) during the year (Note 32)	536	1,891 (1,355)	1,662 226
Ending balance	536	536	1,888

<sup>\*)</sup> The beginning balance in 2011 represents additional balance of BRI Agro (Subsidiary) which amounted to Rp3.

The minimum allowance for impairment losses on investment in associated entities provided amounted to Rp1,888 as of December 31, 2010.

Management believes that the allowance for impairment losses on investment in associated entities is adequate.

Information with respect to classification of not impaired and impaired financial assets is disclosed in Note 37.

#### (Expressed in millions of Rupiah, unless otherwise stated)

#### 16. PREMISES AND EQUIPMENT

Premises and equipment consist of:

_	_		-
•	n	1	-

Description	Beginning Balance	Additions	Deductions	Ending Balance
Carrying Value				
<u>Direct Ownership</u>				
Landrights	287,257	31,421	421	318,257
Buildings	1,730,115	201,610	13,301	1,918,424
Motor vehicles	658,286	216,977	36,175	839,088
Computers and machineries	2,423,651	916,539	138,334	3,201,856
Furniture and fixtures	890,844	78,743	28,596	940,991
Museum assets	184			184
	5,990,337	1,445,290	216,827	7,218,800
Assets under finance leases	7	<del>_</del>	<del>_</del> _	7
Total Carrying Value	5,990,344	1,445,290	216,827	7,218,807
Accumulated Depreciation				
<u>Direct Ownership</u>	050.000	70.400	04.440	005.070
Buildings	850,930	78,483	34,140	895,273
Motor vehicles	513,781	54,780	28,225	540,336
Computers and machineries	2,077,804	212,059	56,008	2,233,855
Furniture and fixtures	695,004	72,074	22,108	744,970
	4,137,519	417,396	140,481	4,414,434
Assets under finance leases	7			7
Total Accumulated Depreciation	4,137,526	417,396	140,481	4,414,441
Net Book Value	1,852,818			2,804,366

#### 2011

Description	Beginning Balance	Additions*)	Deductions	Ending Balance
Carrying Value Direct Ownership				
Landrights	244.339	43.558	640	287,257
Buildings	1,566,749	166,317	2,951	1,730,115
Motor vehicles	550,400	128,224	20,338	658,286
Computers and machineries	2,289,157	168,472	33,978	2,423,651
Furniture and fixtures	753,412	143,403	5,971	890,844
Museum assets	184	· -	-	184
	5,404,241	649,974	63,878	5,990,337
Assets under finance leases	772	-	765	7
Total Carrying Value	5,405,013	649,974	64,643	5,990,344

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Years Ended December 31, 2012, 2011 and 2010 (Expressed in millions of Rupiah, unless otherwise stated)

#### 16. PREMISES AND EQUIPMENT (continued)

2011

Beginning Balance	Additions <sup>*)</sup>	Deductions	Ending Balance
736,700	116.471	2.241	850,930
503,047	30,599	19,865	513,781
1,998,058	110,799	31,053	2,077,804
597,491	101,951	4,438	695,004
3,835,296	359,820	57,597	4,137,519
772		765	7
3,836,068	359,820	58,362	4,137,526
1,568,945			1,852,818
	736,700 503,047 1,998,058 597,491 3,835,296 772 3,836,068	736,700 116,471 503,047 30,599 1,998,058 110,799 597,491 101,951  3,835,296 359,820 772 - 3,836,068 359,820	Balance         Additions*)         Deductions           736,700         116,471         2,241           503,047         30,599         19,865           1,998,058         110,799         31,053           597,491         101,951         4,438           3,835,296         359,820         57,597           772         -         765           3,836,068         359,820         58,362

<sup>\*)</sup> Included in the addition of premises and equipment is the beginning balance of the premises and equipment of the acquired Subsidiary, BRI Agro (Carrying Value of Rp49,196 and Accumulated Depreciation of Rp37,063).

2010

Description	Beginning Balance	Additions	Deductions	Ending Balance
Carrying Value				
<u>Direct Ownership</u>				
Landrights	231,542	12,857	60	244,339
Buildings	1,349,813	217,536	600	1,566,749
Motor vehicles	536,252	28,765	14,617	550,400
Computers and machineries	2,159,138	154,802	24,783	2,289,157
Furniture and fixtures	664,860	97,952	9,400	753,412
Museum assets	184		<u> </u>	184
	4,941,789	511,912	49,460	5,404,241
Assets under finance leases	3,219	, -	2,447	772
Total Carrying Value	4,945,008	511,912	51,907	5,405,013
Accumulated Depreciation				
Direct Ownership				
Buildings	669,908	67,194	402	736,700
Motor vehicles	486,919	30,082	13,954	503,047
Computers and machineries	1,877,748	142,788	22,478	1,998,058
Furniture and fixtures	541,238	62,528	6,275	597,491
	3,575,813	302,592	43,109	3,835,296
Assets under finance leases	2,983	138	2,349	772
Total Accumulated Depreciation	3,578,796	302,730	45,458	3,836,068
Net Book Value	1,366,212			1,568,945

(Expressed in millions of Rupiah, unless otherwise stated)

#### 16. PREMISES AND EQUIPMENT (continued)

Depreciation of premises and equipment charged to the consolidated statements of comprehensive income amounted to Rp417,396, Rp322,757 and Rp302,730 for the years ended December 31, 2012, 2011 and 2010, respectively (Note 34).

BRI insured its premises and equipment (excluding landrights) from losses due to risks of fire and theft to PT Asuransi Bringin Sejahtera Artha Makmur (related party) and PT Asuransi Jasa Tania, with coverage amount of Rp8,813,509, Rp7,934,117 and Rp7,513,307 for the years ended December 31, 2012, 2011 and 2010, respectively.

Management believes that there is no impairment in the value of premises and equipment as of December 31, 2012, 2011 and 2010.

#### 17. OTHER ASSETS

Other assets consist of:

	2012	2011	2010
Rupiah			
Prepaid expenses	866,545	671,315	614,699
Deferred expense for employee loans (Note 12f)	708,141	629,188	757,608
Interest receivables			
Securities	368,106	321,551	171,967
Government Recapitalization Bonds	47,508	331,783	575,703
Placements with Bank Indonesia and other banks	4,718	1,449	1,392
Others	714	-	-
Office supplies	185,663	202,258	194,108
Foreclosed Collaterals	49,544	75,845	39,290
Others	3,635,864	2,119,229	2,452,221
	5,866,803	4,352,618	4,806,988
Foreign currencies			
Interest receivables			
Securities	54,865	50,902	43,639
Others	37,314	27,538	15,080
Prepaid expenses	112	2,012	1,732
Others	2,746	860,435	216,482
	95,037	940,887	276,933
Total	5,961,840	5,293,505	5,083,921
Less: Allowance for impairment losses	-	-	(203,142)
	5,961,840	5,293,505	4,880,779

As of December 31, 2010, the allowance for impairment losses mainly represents allowance for suspense accounts in branches, other receivables from third parties, allowance for possible losses on actual cases, foreclosed collaterals and abandoned properties.

Management believes that the allowance for impairment losses on other assets is adequate.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 18. LIABILITIES DUE IMMEDIATELY

Liabilities due immediately consist of:

	2012	2011	2010
Rupiah			
Advance payment deposits	897,627	711,751	692,391
Remittance deposits	352,431	45,493	58,316
Tax payment deposits	188,224	202,137	157,826
Insurance deposits	135,729	156,759	161,402
Credit card deposits	118,883	38,667	267,895
Deposits for channeling loans	56,595	56,009	57,194
Deposits for clearing	30,511	33,254	15,347
Bank drafts and BRI travelers' checks (Cepebri)	22,075	25,040	37,171
Others	2,872,738	2,618,861	2,610,736
	4,674,813	3,887,971	4,058,278
Foreign currencies			
Remittance deposits	111	348	347
Others	236,928	73,321	65,014
	237,039	73,669	65,361
	4,911,852	3,961,640	4,123,639

#### 19. DEMAND DEPOSITS

Demand deposits consist of:

	2012	2011	2010
Third parties			
Rupiah	52,851,673	51,225,981	65,704,038
Foreign currencies	8,322,256	6,220,301	5,862,602
	61,173,929	57,446,282	71,566,640
Related parties (Note 43)			
Rupiah	16,135,876	14,720,488	4,423,822
Foreign currencies	2,093,409	4,096,130	1,058,235
	18,229,285	18,816,618	5,482,057
	79,403,214	76,262,900	77,048,697

Range of annual interest rates for demand deposits are as follows:

	2012	2011	2010
Rupiah	0.00 - 2.50%	0.00 - 3.00%	0.00 - 3.00%
Foreign currencies	0.00 - 1.00	0.00 - 0.25	0.00 - 0.75

(Expressed in millions of Rupiah, unless otherwise stated)

### 19. DEMAND DEPOSITS (continued)

The details of demand deposits in foreign currencies as of December 31, 2012, 2011 and 2010 amounted to Rp9,259,310, Rp9,630,558 and Rp6,348,219 in United States Dollar, Rp535,788, Rp298,640 and Rp402,609 in European Euro, Rp188,038, Rp160,390 and Rp27,163 in Singapore Dollar, Rp156,395, Rp108,782 and RpNil in Chinese Yuan, Rp213,664, Rp77,776 and Rp45,276 in Great Britain Pound Sterling, Rp7,272, Rp25,551 and Rp6,649 in Japanese Yen, Rp44,686, Rp11,582 and Rp38,198 in Hong Kong Dollar and Rp5,921, RpNil and RpNil in Saudi Arabian Riyal, Rp4,591, Rp3,152 and Rp52,723 in Australian Dollar, respectively.

Demand deposits used as collateral for banking facilities granted by BRI amounted to Rp56,833, Rp64,050 and Rp3,230 as of December 31, 2012, 2011 and 2010, respectively.

#### 20. SAVING DEPOSITS

Saving deposits consist of:

	2012	2011	2010
Third parties			
Rupiah Simpedes	109,024,862	91,183,270	76,255,535
Britama Others	69,655,010 3,488,379	59,354,579 2,075,510	47,096,445 1,613,718
	182,168,251	152,613,359	124,965,698
Related parties (Note 43) Rupiah			
Britama	297,204	29,080	231,820
Simpedes	1,766	-	-
Others	14,465	1,020	
	313,435	30,100	231,820
	182,481,686	152,643,459	125,197,518

Range of annual interest rates for saving deposits are as follows:

	2012	2011	2010
Rupiah	0.00 - 5.50%	0.00 - 5.50%	0.00 - 4.00%

#### 21. TIME DEPOSITS

Time deposits consist of:

	2012	2011	2010
Third parties			
Rupiah	105,067,723	109,639,658	82,480,026
Foreign currencies	28,488,857	17,859,908	17,282,840
	133,556,580	127,499,566	99,762,866

(Expressed in millions of Rupiah, unless otherwise stated)

. TIME DEPOSITS (continued)			
Time deposits consist of (continued):	2012	2011	2010
Related parties (Note 43) Rupiah Foreign currencies	36,300,317 7,410,340	15,038,243 3,469,172	21,341,270 5,205,450
	43,710,657	18,507,415	26,546,720
	177,267,237	146,006,981	126,309,586
Time deposits based on their contractual periods are a	as follows:		
	2012	2011	2010
Third parties			
Rupiah Deposits on call Deposits	8,640,037	8,685,277	7,848,213
1 month 3 months 6 months 12 months More than 12 months	65,689,511 17,917,049 8,054,826 4,455,948 310,352	57,662,930 17,792,377 5,877,241 19,376,504 245,329	42,628,246 11,364,271 3,399,702 17,057,141 182,453
	105,067,723	109,639,658	82,480,026
Foreign currencies Deposits on call Deposits	1,286,886	2,199,514	877,604
1 month 3 months 6 months 12 months More than 12 months	8,736,039 5,866,620 7,286,207 5,311,922 1,183	5,844,233 2,537,479 4,151,461 3,125,944 1,277	8,475,103 1,773,356 3,016,867 3,138,207 1,703
	28,488,857	17,859,908	17,282,840
	133,556,580	127,499,566	99,762,866
Related parties (Note 43) Rupiah Deposits on call	3,266,429	2,251,958	5,516,844
Deposits 1 month 3 months 6 months 12 months	5,670,758 688,879 46,660 26,627,591	7,052,168 535,923 43,098 5,155,096	7,161,512 533,662 11,660 8,117,592

36,300,317

15,038,243

21,341,270

(Expressed in millions of Rupiah, unless otherwise stated)

### 21. TIME DEPOSITS (continued)

Time deposits based on their contractual periods are as follows (continued):

	2012	2011	2010
Related parties (Note 43) (continued)			
Foreign currencies			
Deposits on call	1,905,871	436,384	1,765,311
Deposits			
1 month	5,490,377	2,977,383	3,429,998
3 months	1,602	45,894	2,050
6 months	2,409	27	2,685
12 months	10,081	9,484	5,406
	7,410,340	3,469,172	5,205,450
	43,710,657	18,507,415	26,546,720
	177,267,237	146,006,981	126,309,586

Range of annual interest rates for time deposits are as follows:

	2012	2011	2010
Rupiah	4.25 - 6.00%	5.00 - 6.00%	5.50 - 7.00%
Foreign currencies	0.00 - 1.50	0.15 - 1.00	0.25 - 1.50

The details of time deposits in foreign currencies as of December 31, 2012, 2011 and 2010 amounted to Rp30,537,118, Rp17,074,486 and Rp22,259,131 in United States Dollar, Rp5,122,143, Rp4,089,697 and RpNil in Chinese Yuan, Rp237,017, Rp163,649 and Rp227,699 in European Euro and Rp2,419, Rp1,248 and Rp1,460 in Singapore Dollar and Rp500, RpNil and RpNil in Australian Dollar, respectively.

Time deposits used as collateral for banking facilities granted by BRI amounted to Rp48,471, Rp145,418 and Rp108,933 as of December 31, 2012, 2011 and 2010, respectively.

### 22. DEPOSITS FROM OTHER BANKS AND FINANCIAL INSTITUTIONS

Deposits from other banks and financial institutions consist of:

	2012	2011	2010
Third parties			
Rupiah			
Demand deposits	104,582	61,358	80,010
Saving deposits	3,983	22,997	7,510
Deposits on call	-	2,400,000	2,578,500
Time deposits	1,299,493	974,458	1,151,906
Inter-bank call money	30,000	80,000	425,000
	1,438,058	3,538,813	4,242,926
Foreign currencies			
Demand deposits	2,778	10,640	168
Time deposits	-	18,135	144,368
Inter-bank call money	682,208	114,666	360,400
	684,986	143,441	504,936

(Expressed in millions of Rupiah, unless otherwise stated)

### 22. DEPOSITS FROM OTHER BANKS AND FINANCIAL INSTITUTIONS (continued)

Deposits from other banks and financial institutions consists of (continued):

	2012	2011	2010
Related Parties (Note 43)			
Rupiah Rupiah			
Demand deposits	3,699	10,559	253
Time deposits	50,000	50,000	192,000
Inter-bank call money	120,000	100,000	40,000
	173,699	160,559	232,253
Foreign currencies			
Inter-bank call money	481,875	181,350	180,200
	2,778,618	4,024,163	5,160,315

Deposits from other banks and financial institutions consist of demand deposits, saving deposits, time deposits and inter-bank call money based on Sharia banking principles amounted to Rp5,650, RpNil, Rp934,643 and Rp150,000, respectively as of December 31, 2012, Rp3,087, Rp2,033, Rp555,405 and Rp150,000, respectively as of December 31, 2011 and Rp4,468, Rp903, Rp666,356 and Rp40,000, respectively as of December 31, 2010.

Range of annual interest rates for deposits from other banks and financial institutions are as follows:

		Rupiah			oreign Currency	
	2012	2011	2010	2012	2011	2010
Demand deposits	0.00 - 2.50%	0.00 - 3.00%	0.00 - 3.00%	0.00 - 0.25%	0.00 - 0.25%	0.00 - 0.75%
Saving deposits	1.00 - 2.00	1.50 - 2.50	2.00 - 2.50	-	-	-
Deposits on call	0.00 - 5.50	4.75 - 7.25	4.90 - 7.00	-	-	-
Time deposits	4.00 - 6.50	5.00 - 7.25	5.50 - 8.00	0.00 - 2.35	0.75 - 2.30	0.25 - 2.50
Inter-bank call money	3.60 - 3.75	4.50 - 6.80	5.55 - 6.50	0.12 - 0.50	0.12 - 0.60	0.12 - 0.30

The classification of deposits from other banks and financial institutions based on their remaining period to maturity are as follows:

	2012				
	≤ 1 month	> 1 - 3 months	> 3 months - 1 year	Total	
Third parties Rupiah					
Demand deposits	104,582	-	-	104,582	
Saving deposits	3,983	-	-	3,983	
Time deposits	1,285,056	11,250	3,187	1,299,493	
Inter-bank call money	30,000		<u> </u>	30,000	
	1,423,621	11,250	3,187	1,438,058	
Foreign Currency					
Demand deposits	2,778	-	-	2,778	
Inter-bank call money	337,312		344,896	682,208	
	340,090		344,896	684,986	

(Expressed in millions of Rupiah, unless otherwise stated)

### 22. DEPOSITS FROM OTHER BANKS AND FINANCIAL INSTITUTIONS (continued)

The classification of deposits from other banks and financial institutions based on their remaining period to maturity are as follows (continued):

	2012			
	≤ 1 month	> 1 - 3 months	> 3 months - 1 year	Total
Related parties (Note 43) Rupiah				
Demand deposits	3,699	-	-	3,699
Time deposits	50,000	-	-	50,000
Inter-bank call money	120,000		<u> </u>	120,000
	173,699		<u> </u>	173,699
Foreign Currency Inter-bank call money	481,875	-	-	481,875
·	2,419,285	11,250	348,083	2,778,618
		2	011	
	≤ 1 month	> 1 - 3 months	> 3 months - 1 year	Total
<u>Third parties</u> Rupiah				
Demand deposits	61,358	-	-	61,358
Saving deposits	22,997	-	-	22,997
Deposits on call	2,400,000	-	-	2,400,000
Time deposits	974,458	-	-	974,458
Inter-bank call money	80,000		<u> </u>	80,000
	3,538,813		<u> </u>	3,538,813
Foreign Currency				
Demand deposits	10,640	-	-	10,640
Time deposits	18,135	-	-	18,135
Inter-bank call money			114,666	114,666
	28,775		114,666	143,441
Related parties (Note 43) Rupiah				
Demand deposits	10,559	-	-	10,559
Time deposits	50,000	-	-	50,000
Inter-bank call money	100,000		<u> </u>	100,000
	160,559			160,559
Foreign Currency				
Inter-bank call money	181,350		<u> </u>	181,350
	3,909,497	<u> </u>	114,666	4,024,163

### PT BANK RAKYAT INDONESIA (PERSERO) Tbk AND SUBSIDIARIES NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

Years Ended December 31, 2012, 2011 and 2010

(Expressed in millions of Rupiah, unless otherwise stated)

### 22. DEPOSITS FROM OTHER BANKS AND FINANCIAL INSTITUTIONS (continued)

The classification of deposits from other banks and financial institutions based on their remaining period to maturity are as follows (continued):

	2010			
	≤ 1 month	> 1 - 3 months	> 3 months - 1 year	Total
Third parties				
<u>Rupiah</u>				
Demand deposits	80,010	-	-	80,010
Saving deposits	7,510	-	-	7,510
Deposits on call	2,578,500	-	-	2,578,500
Time deposits	1,151,790	116	-	1,151,906
Inter-bank call money	425,000	-	-	425,000
	4,242,810	116	-	4,242,926
Foreign Currency				
Demand deposits	168	-	-	168
Time deposits	144,368	-	-	144,368
Inter-bank call money	360,400	-	-	360,400
	504,936	-	-	504,936
Related parties (Note 43) Rupiah				
Demand deposits	253	-	-	253
Time deposits	192,000	-	-	192,000
Inter-bank call money	40,000	-	-	40,000
	232,253	-	-	232,253
Foreign Currency				
Inter-bank call money	180,200		<u> </u>	180,200
	5,160,199	116	<u> </u>	5,160,315

### 23. SECURITIES SOLD UNDER AGREEMENT TO REPURCHASE

Securities sold under agreement to repurchase consist of:

	2011				
Type of Securities	Terms (day)	Repurchase Date	Nominal Amount	Repurchase Price - Net	
Rupiah Deutsche Bank, AG Government Recapitalization Bond Series FR0017	87	January 12, 2012	100,000	102,681	
			100,000	102,681	

(Expressed in millions of Rupiah, unless otherwise stated)

### 23. SECURITIES SOLD UNDER AGREEMENT TO REPURCHASE (continued)

Securities sold under agreement to repurchase consist of (continued):

20	4	Λ
20	1	v

Terms	Repurchase		
(day)	Date	Nominal Amount	Repurchase Price - Net
94	January 17, 2011	100,000	102,752
730	September 29, 2011	207.230	162,385
			49,422
730	September 29, 2011	27,030	21,181
730	September 29, 2011	45,050	35,301
730	September 29, 2011	99,110	77,662
730	September 29, 2011	27,030	21,181
730	September 29, 2011	45,050	35,301
730	September 29, 2011	27,030	21,180
		540,600	423,613
		640,600	526,365
	730 730 730 730 730 730 730 730	94 January 17, 2011  730 September 29, 2011 730 September 29, 2011 730 September 29, 2011 730 September 29, 2011 730 September 29, 2011 730 September 29, 2011 730 September 29, 2011 730 September 29, 2011	94 January 17, 2011 100,000  730 September 29, 2011 207,230 730 September 29, 2011 63,070 730 September 29, 2011 27,030 730 September 29, 2011 45,050 730 September 29, 2011 99,110 730 September 29, 2011 27,030 730 September 29, 2011 27,030 730 September 29, 2011 27,030 730 September 29, 2011 45,050 730 September 29, 2011 27,030  540,600

### 24. FUND BORROWINGS

Fund borrowings consist of:

	2012	2011	2010
Rupiah Third parties Bank Indonesia			
Liquidity loans Borrowings for investments in premises and	28,410	53,911	62,147
equipment	-	-	32,092
Others	12,376	12,376	12,376
	40,786	66,287	106,615
Related parties (Note 43) Borrowings from Lembaga Pembiayaan Ekspor			
Indonesia Borrowings from PT Sarana Multigriya	150,987	149,791	-
Finansial (Persero) Borrowings from PT Permodalan Nasional	100,000	-	-
Madani (Persero)	25,234	82,634	
	276,221	232,425	-
	317,007	298,712	106,615

(Expressed in millions of Rupiah, unless otherwise stated)

### 24. FUND BORROWINGS (continued)

Fund borrowings consist of (continued):

	2012	2011	2010
Foreign currencies Third parties			
Bilateral borrowings	1,927,500	2,946,938	2,703,000
Others	8,644,248	9,852,266	6,644,930
	10,571,748	12,799,204	9,347,930
	10,888,755	13,097,916	9,454,545

The classification of fund borrowings based on their remaining period until maturity is as follows:

	2012	2011	2010
Third parties			
Rupiah > 1 month - 3 months	4,066	4,441	9,494
> 3 months - 1 year	15,130	18,613	16,819
> 1 year - 5 years	7,886	21,825	60,365
> 5 years	13,704	21,408	19,937
	40,786	66,287	106,615
Related Parties (Note 43)			
Rupiah > 1 month - 3 months	125,423	100,112	_
> 3 months - 1 year	50,798	129,186	-
> 1 year - 5 years	100,000	3,127	-
	276,221	232,425	-
	317,007	298,712	106,615
Foreign currencies			
≤ 1 month	1,692,127	-	695,397
> 1 month - 3 months	3,467,951	2,176,522	4,675,348
> 3 months - 1 year	5,411,670	10,622,682	3,749,307
> 1 year - 5 years	<del>_</del>	<u> </u>	227,878
	10,571,748	12,799,204	9,347,930
	10,888,755	13,097,916	9,454,545

Other significant information related to fund borrowings is as follows:

### a) Borrowings from Bank Indonesia

#### (i) Liquidity Loans

This account represents credit facilities obtained from Bank Indonesia that are channeled to BRI's debtors for purposes of Investment Loans, Primary Cooperatives of Sugar Cane Farmers Loans, BULOG and Village Cooperative Units Loans, Permanent Working Capital Loans, Fertilizer and others.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 24. FUND BORROWINGS (continued)

Other significant information related to fund borrowings are as follows (continued):

### a) Borrowings from Bank Indonesia (continued)

### (i) Liquidity Loans (continued)

The classification of liquidity loans from Bank Indonesia based on their remaining period to maturity as of December 31, 2012, 2011 and 2010 is as follows:

	2012	2011	2010
> 1 month - 3 months	4,066	4,440	9,494
> 3 months - 1 year	15,130	18,613	16,819
> 1 year - 5 years	9,214	21,825	35,834
> 5 years	-	9,033	-
	28,410	53,911	62,147

The range of annual interest rates on these loans are 3.75% - 7.00% for the years 2012, 2011 and 2010.

### (ii) Borrowings for Investments in Premises and Equipment

This account represents loans obtained for the construction of certain offices of BRI's micro units all over Indonesia.

The annual interest rate on these borrowings is 5.00% for the year ended Desember 31, 2010. These borrowings have been settled in July 2011.

### b) <u>Borrowings from PT Permodalan Nasional Madani (Persero), Lembaga Pembiayaan Ekspor Indonesia and PT Sarana Multigriya Finansial (Persero)</u>

Borrowing from PT Permodalan Nasional Madani (Persero) represents loan facilities used to refinance debtors of BRI Agro (Subsidiary) for investment loan purposes, among others are Koperasi Primer untuk Anggotanya (KKPA), Koperasi Petani Sawit Makmur, Koperasi Perkebunan Belimbing Makmur and others.

Borrowing from Lembaga Pembiayaan Ekspor Indonesia represents loan facilities used to refinance the debtors of BRI Agro (Subsidiary), among others are KUD Delima Sakti, Kopbun Siampo, KUD Hidup Baru and others.

The annual interest rate range for borrowing from PT Permodalan Nasional Madani (Persero) and Lembaga Pembiayaan Ekspor Indonesia is 6.75% - 8.25% for the years 2012 and 2011.

Borrowing from PT Sarana Multigriya Finansial (Persero) represents *mudharabah* financing facility obtained by BRIS (Subsidiary) used for mortgage loan. The financing facility is of 5 (five) years period and the agreed *nisbah* portion for PT Sarana Multigriya Finansial (Persero) and BRIS are 63.46% and 36.54%, respectively.

### PT BANK RAKYAT INDONESIA (PERSERO) Tbk AND SUBSIDIARIES NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

Years Ended December 31, 2012, 2011 and 2010 (Expressed in millions of Rupiah, unless otherwise stated)

### 24. FUND BORROWINGS (continued)

Other significant information related to fund borrowings is as follows (continued):

### c) Bilateral Borrowings

On September 29, 2009 and September 27, 2010, BRI obtained bilateral loan from Standard Chartered Bank and PT Bank Pan Indonesia Tbk (Panin Bank) which amounted to USD100,000,000 and USD200,000,000, respectively, which were used to fulfill liquidity needs in anticipation of BRI's business expansion. The annual interest rates of the facilities from Standard Chartered Bank and Panin Bank are LIBOR plus 4.00% margin annually and LIBOR plus 3.75% margin annually, respectively, payable every 3 (three) months. These facilities were settled on September 29, 2011 and September 27, 2011, respectively.

On October 18, 2011, BRI obtained bilateral loan from Standard Chartered Bank which amounted to USD100,000,000 to fulfill liquidity needs in anticipation of BRI's business expansion with annual interest rate of LIBOR plus 1.60% annually, payable every 3 (three) months. This facility was settled on October 19, 2012. This borrowing was collateralized by Credit Linked Notes (CLN) of Standard Chartered Bank and HSBC which amounted to USD90,000,000 and USD70,000,000, respectively (Note 7d).

On August 26, 2011 and September 27, 2011, BRI obtained bilateral loan with PT Bank Pan Indonesia Tbk (Panin Bank) amounted to USD25,000,000 and USD200,000,000, respectively, to fulfill liquidity needs in anticipation of BRI's business expansion with annual interest rate of LIBOR plus 1.20% annually and LIBOR plus 2.20% margin annually, respectively, payable every 3 (three) months. The facility amounted to USD25,000,000 has been settled on August 26, 2012.

The maturity date of loan facilities amounted to USD200,000,000 was divided into two stages, the first USD100,000,000 will be paid on August 27, 2012, while the second USD100,000,000 will be paid on September 27, 2012. At the maturity date of the first USD100,000,000 loan, on August 27, 2012, the facility is extended by changing the interest rate at LIBOR plus 2% margin annually. While, at the maturity date for the second USD100,000,000, on the September 27, 2012, the facility is extended by changing the interest rate at LIBOR plus 1.5% margin annually. The maturity of this loan become September 27, 2013. These borrowings is secured by BRI's corporate guarantee.

### d) Other Borrowings

	2012	2011	2010
<u>Rupiah</u>			
Others	12,376	12,376	12,376
Foreign currencies			
Standard Chartered Bank	1,455,662	-	901,073
The Royal Bank of Scotland	1,253,446	1,700,978	1,661,743
Citibank, N.A.	1,208,692	852,345	40,857
Oversea-Chinese Banking Corporation Ltd	940,969	2,041,956	3,027,612
JP Morgan Chase Bank, N.A.	877,190	807,914	-
Commerzbank, A.G.	833,163	-	1,672
Wells Fargo	722,812	1,360,125	-
The Bank of New York Mellon	489,006	226,688	-
Sumitomo Mitsui Banking Corporation	333,245	995,311	144,895
Bank of America N.A.	289,125	597,499	417,952
Australia and New Zealand Bank	240,938	544,050	-
Bank of Montreal	-	544,050	-

(Expressed in millions of Rupiah, unless otherwise stated)

### 24. FUND BORROWINGS (continued)

Other significant information related to fund borrowings is as follows (continued):

#### d) Other Borrowings (continued)

	2012	2011	2010
Foreign currencies (continued)		404.050	
The Bank of Tokyo Mitshubishi UFJ, Ltd	-	181,350	-
CoBank		<u> </u>	449,126
	8,644,248	9,852,266	6,644,930
	8,656,624	9,864,642	6,657,306

Other borrowings facilities represent short-term borrowings obtained from several foreign banks with terms from 1 (one) month up to 3 (three) years and bear interest rate at LIBOR or SIBOR plus a certain margin, including refinancing borrowing facilities which are collateralized by letters of credit issued by BRI.

#### 25. ESTIMATED LOSSES ON COMMITMENTS AND CONTINGENCIES

a) The details of estimated losses on commitments and contingencies which bear credit risk are as follows:

	2012	2011	2010
Rupiah Guarantees issued Irrevocable L/C	414	152	21,262 2,645
	414	152	23,907
Foreign currencies			
Irrevocable L/C	-	-	50,545
Guarantees issued	<u>-</u>	<u> </u>	18,970
	<u>-</u>	-	69,515
	414	152	93,422

b) Movements in estimated losses on commitments and contingencies:

	2012	2011	2010
Rupiah			
Beginning balance *)	152	24,260	20,693
(Reversal) provision during the year	262	(24,108)	3,214
Ending balance	414	152	23,907
Foreign currencies			
Beginning balance	-	69,515	81,044
Reversal during the year	-	(69,515)	(11,529)
Ending balance	-	-	69,515
	414	152	93,422

<sup>\*)</sup> The beginning balance in 2011 represents additional balance of BRI Agro (Subsidiary) which amounted to Rp353.

(Expressed in millions of Rupiah, unless otherwise stated)

### 25. ESTIMATED LOSSES ON COMMITMENTS AND CONTINGENCIES (continued)

b) Movements in estimated losses on commitments and contingencies (continued):

The minimum estimated losses on commitments and contingencies provided were based on Bank Indonesia regulation amounted to Rp414, Rp152 and Rp93,422 as of December 31, 2012, 2011 and 2010, respectively.

c) The collectibility of commitments and contingencies in administrative accounts (Notes 2aj and 42):

	2012					
	Current	Special Mention	Substandard	Doubtful	Loss	Total
Third parties Rupiah Guarantees issued	2,238,507	-	-	-	-	2,238,50
Irrevocable L/C	126,012	-	-	-	-	126,012
•	2,364,519	-	-	-		2,364,519
Foreign currencies Irrevocable L/C	6,037,299	_	_	-	-	6,037,29
Guarantees issued	4,578,886	-	-	-	-	4,578,886
	10,616,185	- <u>-</u>	-	-		10,616,185
Related parties (Note 43) Rupiah Guarantees						
issued	1,463,576	-	-	-	-	1,463,576
Irrevocable L/C	324,284	-	-	-	-	324,284
•	1,787,860			-		1,787,860
Foreign currencies Irrevocable L/C	5,744,305	-	-	-	-	5,744,305
Guarantees issued	3,980,849	-	-	-	-	3,980,849
	9,725,154	-				9,725,154
	24,493,718		-	-		24,493,718
			2011	ı		
	Current	Special Mention	Substandard	Doubtful	Loss	Total
Third parties Rupiah Guarantees						
issued Irrevocable	2,108,245	-	-	-	-	2,108,245
L/C	134,585					134,585
	2,242,830					2,242,830
Foreign currencies Irrevocable L/C	2,926,273	-	-	-	-	2,926,273
Guarantees issued	1,329,394	-	-	-	-	1,329,394
	4,255,667					4,255,667

(Expressed in millions of Rupiah, unless otherwise stated)

### 25. ESTIMATED LOSSES ON COMMITMENTS AND CONTINGENCIES (continued)

c) The collectibility of commitments and contingencies in administrative accounts (Notes 2aj and 42): (continued)

_			201	1		
	Current	Special Mention	Substandard	Doubtful	Loss	Total
Related parties (Note 43) Rupiah						
Guarantees issued	1,338,866	-	-	-	-	1,338,866
Irrevocable L/C	178,545					178,545
-	1,517,411					1,517,411
Foreign currencies Irrevocable						
L/C Guarantees	3,603,848	-	-	-	-	3,603,848
issued	1,462,020			-		1,462,020
-	5,065,868					5,065,868
=	13,081,776	-	-	-	-	13,081,776
			2010	0		
-	Current	Special Mention	Substandard	Doubtful	Loss	Total
Third parties Rupiah Guarantees						
issued Irrevocable	1,107,752	11,037	-	3,611	-	1,122,400
L/C	82,202	-	-	-	-	82,202
-	1,189,954	11,037	-	3,611	-	1,204,602
Foreign currencies Irrevocable						
L/C Guarantees	2,696,708	1,984	-	-	3,827	2,702,519
issued	670,994	189				671,183
-	3,367,702	2,173		-	3,827	3,373,702
Related parties (Note 43) Rupiah Guarantees						
issued Irrevocable	782,676	-	-	-	-	782,676
L/C	182,299	-	-	-	-	182,299
- -	964,975		-	-		964,975
Foreign currencies Irrevocable	4.005.115					4.005.475
L/C Guarantees	1,965,119	-	-	-	-	1,965,119
issued -	1,225,112					1,225,112
-	3,190,231			<u>-</u>		3,190,231
=	8,712,862	13,210		3,611	3,827	8,733,510

(Expressed in millions of Rupiah, unless otherwise stated)

#### **26. OTHER LIABILITIES**

Other liabilities consist of:

	2012	2011	2010
Third parties			
Rupiah			
Bonuses and incentives	2,093,570	1,473,927	2,123,124
Provision for grand leaves (Note 41e)	903,446	760,762	628,585
Provision for litigation liabilities (Note 44b)	826,661	968,064	517,189
Provision for gratuity for services (Note 41e)	825,709	670,744	548,777
Provision for work separation scheme (Note 41d)	684,438	564,814	515,410
Defined benefit pension plan (Note 41a)	573,290	546,712	258,567
Provision for timely-payment of interests (Note 2w)	494,150	392,199	359,256
Interests payable	488,539	504,263	446,442
Guarantee deposits	63,273	52,234	55,532
Provision for pension preparation period (Note 41e)	60,011	1,140,913	878,569
Unearned income	15,559	250,154	785,783
Others	2,391,790	1,862,858	2,343,381
	9,420,436	9,187,644	9,460,615
Foreign currencies			
Interest payable	57,065	60,004	51,092
Unearned income	35,799	80,227	5,353
Guarantee deposits	18,175	1,550	50,723
Others	226,943	190,636	198,243
	337,982	332,417	305,411
	9,758,418	9,520,061	9,766,026

#### 27. SUBORDINATED LOANS

BRI obtained subordinated loans in Rupiah with details as follows:

	2012	2011	2010
Rupiah Subordinated Bond II Two-step loans	1,996,266 120,296	1,994,666 141,622	1,993,234 162,947
	2,116,562	2,136,288	2,156,181

#### a) Subordinated Bond II

On December 22, 2009, BRI issued Rp2,000,000 "BRI Subordinated Bond II Year 2009" which are registered in the Indonesia Stock Exchange and bears a fixed interest rate. The Subordinated Bond II were issued at 100.00% of their nominal value with a fixed annual interest rate of 10.95%, payable every 3 (three) months. The Subordinated Bond II will be due and must be settled with the same value as the principal of the Subordinated Bond on December 22, 2014. Principal repayment of the Subordinated Bond can only be done after receiving approval from Bank Indonesia, however, if in the future the obligation to obtain approval from Bank Indonesia as stated above is no longer mandatory, therefore the principal repayment of the Subordinated Bond can be made without receiving the approval from Bank Indonesia.

These consolidated financial statements are originally issued in the Indonesian language.

### PT BANK RAKYAT INDONESIA (PERSERO) Tbk AND SUBSIDIARIES NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS Years Ended December 31, 2012, 2011 and 2010

(Expressed in millions of Rupiah, unless otherwise stated)

#### 27. SUBORDINATED LOANS (continued)

#### a) Subordinated Bond II (continued)

The net proceeds from the issuance of the Subordinated Bond II are intended for loans expansion under a prudent principle.

The Subordinated Bond II are not guaranteed by special collateral nor guaranteed by the Republic of Indonesia or other third parties and are not included in the bank guarantee program implemented by the Deposit Insurance Agency (Lembaga Penjamin Simpanan/LPS) or other insurance corporation. BRI does not establish provision for principal repayment fund of the Subordinated Bond with consideration to optimize the use of the fund in accordance with the planning of the use of the issuance fund of the Subordinated Bond.

The issuance and classification of the Subordinated Bond II as subordinated loans were approved by Bank Indonesia, through its letter No. 11/90/DPB1/TPB1-3 dated November 11, 2009.

As of December 31, 2012, 2011 and 2010, "BRI Subordinated Bond II year 2009" obtained a "idAAA" rating from PT Pemeringkat Efek Indonesia. The trustee of this Subordinated Bond is PT Bank Mandiri (Persero) Tbk.

The trustee agreement covers several covenants affecting BRI and requires a written approval from the trustee before conducting the following:

- Reduction of authorized, issued and paid capital stock, except as requested and or instructed by the Government of the Republic of Indonesia and or authorized parties (including but not limited to Bank Indonesia, Ministry of Finance of the Republic of Indonesia and Ministry of State-Owned Enterprises).
- Conduct merger and or separation and or dissolution and or acquisition, or allowing or giving approval to Subsidiaries to conduct merger and or separation and or dissolution and or acquisition, except as requested and or instructed by the Government of the Republic of Indonesia and or authorized parties (including but not limited to Bank Indonesia, Deposit Insurance Agency or other insurance corporation in accordance with the prevailing regulations, Ministry of Finance of the Republic of Indonesia and Ministry of State-Owned Enterprises), in accordance with the prevailing regulations, including but not limited to Bapepam-LK regulations.

BRI has complied with the above trustee agreement.

### b) Two-step Loans

The two-step loans in Rupiah represent the loans from the Government which were funded by the Asian Development Bank (ADB), International Bank for Reconstruction and Development (IBRD), International Fund for Agricultural Development (IFAD), United States Agency for International Development (USAID) and Islamic Development Bank (IDB). The interest rates of these loans vary based on the respective agreements with terms ranged from 15 (fifteen) up to 40 (forty) years. The range of annual interest rates for subordinated loans were 0.00% - 5.83%, 0.00% - 6.14% and 0.00% - 7.03% for the years ended December 31, 2012, 2011 and 2010, respectively. The maturity of these loans are various up to 2027.

(Expressed in millions of Rupiah, unless otherwise stated)

### 27. SUBORDINATED LOANS (continued)

### b) Two-step Loans (continued)

The classification of subordinated loans based on their remaining period until maturity is as follows:

	2012	2011	2010
Rupiah			
≤ 1 month	232	232	232
> 3 months - 1 year	21,093	21,093	21,093
> 1 year - 5 years	1,996,502	2,079,491	2,078,296
> 5 years	98,735	35,472	56,560
	2,116,562	2,136,288	2,156,181

#### 28. EQUITY

### a. Capital stock

The details of authorized, issued and fully paid capital stock of BRI as of December 31, 2012, 2011 (after the stock split) (Note 1c) and 2010 are as follows:

2012	Number of Shares	Nominal Value Per Share (Full Rupiah)	Share Value (Full Rupiah)	Percentage of Ownership
Authorized Capital Stock - Series A Dwiwarna share - Series B Common shares	1 59,999,999,999	250 250	250 14,999,999,999,750	0.00% 100.00
Total Authorized Capital Stock	60,000,000,000		15,000,000,000,000	100.00%
Issued and Fully Paid Capital Stock Republic of Indonesia - Series A Dwiwarna share - Series B Common shares	1 13,999,999,999	250 250	250 3,499,999,999,750	0.00% 56.75
Public - Series B Common shares	10,669,162,000	250	2,667,290,500,000	43.25
Total Issued and Fully Paid Capital Stock	24,669,162,000		6,167,290,500,000	100.00%
2011	Number of Shares	Nominal Value Per Share (Full Rupiah)	Share Value (Full Rupiah)	Percentage of Ownership
- Authorized Capital Stock - Series A Dwiwarna share - Series B Common shares	1 59,999,999,999	250 250	250 14,999,999,999,750	0.00% 100.00
Total Authorized Capital Stock	60,000,000,000		15,000,000,000,000	100.00%
Issued and Fully Paid Capital Stock Republic of Indonesia - Series A Dwiwarna share - Series B Common shares	12 000 000 000	250 250	250 3,499,999,999,750	0.00% 56.75
Public - Series B Common shares - Series B Common shares	13,999,999,999 10,669,162,000	250	2,667,290,500,000	43.25
Total Issued and Fully Paid Capital Stock	24,669,162,000		6,167,290,500,000	100.00%

(Expressed in millions of Rupiah, unless otherwise stated)

### 28. EQUITY (continued)

### a. Capital stock (continued)

2010	Number of Shares	Nominal Value Per Share (Full Rupiah)	Share Value (Full Rupiah)	Percentage of Ownership
Authorized Capital Stock				0.000/
<ul> <li>Series A Dwiwarna share</li> <li>Series B Common shares</li> </ul>	29,999,999,999	500 500	500 14,999,999,999,500	0.00% 100.00
Total Authorized Capital Stock	30,000,000,000		15,000,000,000,000	100.00%
Issued and Fully Paid Capital Stock				
Republic of Indonesia - Series A Dwiwarna share	1	500	500	0.00%
- Series B Common shares	6,999,999,999	500	3,499,999,999,500	56.75
Public - Series B Common shares	5,334,581,000	500	2,667,290,500,000	43.25
Total Issued and Fully Paid Capital Stock	12,334,581,000		6,167,290,500,000	100.00%

Series A Dwiwarna share is the share that gives the shareholder preferential rights to approve the appointment or dismissal of Commissioners and Directors, changes in Articles of Association, approve on BRI's merger, dissolution, acquisition and separation, submission of request for bankruptcy and liquidation of BRI.

Series B shares are common shares that can be owned by the public.

### Capital Structure

In response to the Management Contract entered into between the Government of the Republic of Indonesia, as represented by the Government through the Ministry of Finance and BRI on February 28, 2001, the Ministry of Finance issued the Decision Letter No. 427/KMK.02/2003 dated September 30, 2003 regarding the final amount and the implementation of the rights of the Government arising from the additional investment of the Republic of Indonesia in the capital of BRI in connection with the recapitalization program for commercial banks. Based on such Decision Letter, the Ministry of Finance determined that the final recapitalization requirement amount of BRI is Rp29,063,531 (Note 9).

The Government's rights arising from the additional investment of the state to BRI were implemented as follows: Rp29,063,531 converted to 3,272,000 new shares issued by BRI with a par value of Rp1 million per share and Rp25,791,531 from the recapitalization fund recorded as additional paid-in capital in BRI's capital structure. This decision of the Ministry of Finance has been implemented retrospectively since June 30, 2003.

Based on BRI's Shareholders' Extraordinary General Meeting held on October 3, 2003 as covered by notarial deed No. 6 dated October 3, 2003 of notary Imas Fatimah, S.H., BRI's shareholders decided on, among others, the following:

 Capital restructuring of BRI as of June 30, 2003 arising from the recapitalization fund of Rp29,063,531 to increase BRI's issued and fully paid capital stock owned by the Republic of Indonesia from Rp1,728,000, consisting of 1,728,000 shares at a par value of Rp1 million per share, to become Rp5,000,000 consisting of 5,000,000 shares at the same par value per share and the balance of Rp25,791,531 recorded as additional paid-in capital.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 28. EQUITY (continued)

a. Capital stock (continued)

### Capital Structure (continued)

- 2. Change in par value per share (stock split) from Rp1 million to Rp500 (full Rupiah).
- 3. Increase in BRI's authorized capital stock of Rp5 trillion, divided into 5,000,000 shares at a par value of Rp1 million per share, to Rp15 trillion divided into 30,000,000,000 shares at a par value of Rp500 (full Rupiah) per share.
- 4. Change in classification of BRI's shares to Series A Dwiwarna and Series B shares.
- 5. Utilization of general and specific reserves as of June 30, 2003 amounted to Rp1,386,616 to cover the accumulated losses as of June 30, 2003.
- 6. Quasi-reorganization plan of BRI as of June 30, 2003 to eliminate the accumulated losses of Rp24,699,387 against the recorded additional paid-in capital (Note 3).
- 7. Plan to undertake the Initial Public Offering (IPO) of BRI's shares.
- 8. Follow up actions on the amendments to the Articles of Association.
  - i. Agree on the change in the status of BRI, to be a Publicly Listed Limited Liability Company, thereafter the name will be changed from "PT Bank Rakyat Indonesia (Persero)", to "Perusahaan Perseroan (Persero) PT Bank Rakyat Indonesia Tbk" and simplified to "PT Bank Rakyat Indonesia (Persero) Tbk".
  - ii. Agree to change all provisions in the Articles of Association of BRI with revisions in accordance with Law No. 8 Year 1995 on "Capital Markets" and Decision of the Chairman of the Capital Market Supervisory Agency (Bapepam) No. KEP-13/PM/1997 dated April 30, 1997 on "The Main Provisions of the Articles of Association of a Company that Conduct an Initial Public Offering of Shares and Public Company".

The changes in BRI's Articles of Association in connection with the above Extraordinary General Shareholders' Meeting were covered in notarial deed No. 7 dated October 3, 2003 by notary Imas Fatimah, S.H. and were approved by the Ministry of Justice and Human Rights through its Decision Letter No. C-23726 HT.01.04.TH.2003 dated October 6, 2003.

Stock split was conducted based on Notarial Deed No.38 dated November 24, 2010, whereby the par value per share of Rp500 (full Rupiah) became Rp250 (full Rupiah) per share, effective January 11, 2011 (Note 1c).

### Initial Public Offering (IPO) of BRI's Shares

On October 13, 2003, the President of the Republic of Indonesia issued Government Regulation No. 49 Year 2003 regarding the sale of a portion of shares of BRI owned by the Republic of Indonesia and issuance of new shares of BRI, excluding the participation from the Republic of Indonesia, through the capital market and or direct sale to investors.

(Expressed in millions of Rupiah, unless otherwise stated)

### 28. EQUITY (continued)

#### a. Capital stock (continued)

#### Initial Public Offering (IPO) of BRI's Shares (continued)

Based on the letter from the Chairman of Bapepam No. S-2646/PM/2003 dated October 31, 2003, the registration statement submitted by BRI in connection with the IPO of BRI's shares of 3,811,765,000 Series B common shares consisting of 2,047,060,000 Series B common shares owned by the Republic of Indonesia (divestment) and 1,764,705,000 new Series B common shares issued with a par value of Rp500 (full Rupiah) per share and initial offer price of Rp875 (full Rupiah) per share to the public, became effective October 31, 2003. Such offered shares were initially traded on November 10, 2003 and simultaneously all of BRI shares were listed on the Jakarta and Surabaya Stock Exchanges (currently the Indonesia Stock Exchange).

Subsequently, the over-subscription option of 381,176,000 Series B common shares owned by the Republic of Indonesia (divestment) and over-allotment option of 571,764,000 Series B common shares owned by the Republic of Indonesia (divestment) with a price of Rp875 (full Rupiah) per share were exercised on November 10, 2003 and December 3, 2003, respectively. After BRI's IPO and the exercise of the over-subscription option and the over-allotment option, the Republic of Indonesia owns 59.50% of the outstanding common shares of BRI.

#### Stock Allocation Program

Based on the above Extraordinary General Shareholders' Meeting, BRI's shareholders agreed to, among others, the employee and management stock ownership plan through an Employee Stock Allocation Program (ESA) and Management Stock Option Plan (MSOP). The ESA consists of a Bonus Share Plan, Shares Purchase at a Discount and Additional Shares Grant programs, while MSOP is granted to Directors and employees at certain levels and positions. Costs and discounts related to the ESA and MSOP programs are paid by the Bank through the allocation of reserves. The compensation cost relating to MSOP is recognized through stock options under equity. The management and execution of the ESA and MSOP programs are performed by the Directors, while the supervision is performed by the Board of Commissioners (Note 29).

In accordance with the MSOP, stock options which have been exercised by BRI's employees for the year ended December 31, 2010 amounted to Rp2,365 which consists of 4,728,500 shares. The additional paid up capital arising from the execution of the above stock options is added to the issued and fully paid capital and additional paid-in capital (Note 29).

### b. Additional Paid-in Capital

	2012	2011	2010
Additional capital by the Government related	1,000,111	1 000 111	1 000 111
to the recapitalization program  Previous balance of paid up capital from IPO by	1,092,144	1,092,144	1,092,144
the Government	5	5	5

(Expressed in millions of Rupiah, unless otherwise stated)

### 28. EQUITY (continued)

#### b. Additional Paid-in Capital (continued)

	2012	2011	2010
Additional paid-in capital from IPO	589,762	589,762	589,762
Exercise of stock options (Note 29)			
Year 2004	49,514	49,514	49,514
Year 2005	184,859	184,859	184,859
Year 2006	619,376	619,376	619,376
Year 2007	140,960	140,960	140,960
Year 2008	29,013	29,013	29,013
Year 2009	14,367	14,367	14,367
Year 2010	43,062	43,062	43,062
Remaining MSOP Stage-I which already expired	504	504	504
Remaining MSOP Stage-II which already expired	1,845	1,845	1,845
Remaining MSOP Stage-III which already expired	8,447	8,447	8,447
	2,773,858	2,773,858	2,773,858

In line with the realization of the Recapitalization Program for Commercial Banks as set forth in Government Regulation No. 52 Year 1999 on the "Increase in Investment by the Republic of Indonesia in State-Owned Banks", the Government determined that the recapitalization requirement amount of BRI to achieve a CAR of 4% was Rp29,063,531. Up to June 30, 2003, the authorized and issued capital stock of BRI has not yet been increased by additional capital from the above recapitalization program, therefore, the paid up capital from the Government of Rp29,063,531 was recorded temporarily under "Additional Paid-in Capital" together with the previous balance of paid up capital of Rp5 from the Government.

Based on the Decision Letter No. 427/KMK.02/2003 dated September 30, 2003 of the Ministry of Finance as explained in letter a above, from the final recapitalization requirement of BRI amounted to Rp29,063,531, the amount of Rp3,272,000 was converted to paid up capital and the remaining balance of Rp25,791,531 was recorded as additional paid in capital (Note 28a). Moreover, with the implementation of the quasi-reorganization by BRI, the accumulated losses before quasi-reorganization as of June 30, 2003 amounted to Rp24,699,387 (Note 3) was eliminated against additional paid-in capital, resulting the additional paid-in capital amounted to Rp1,092,149 as of June 30, 2003.

On November 10, 2003, BRI conducted an IPO by issuing 1,764,705,000 new series B common shares with a par value of Rp500 (full Rupiah) per share at the offering price of Rp875 (full Rupiah) per share, resulting in additional paid-in capital as follows:

Additional paid-in capital from IPO	589,762
- Cost of IPO	(69,041)
Less: - 3% discount given to BRI customers	(2,961)
Total premium on shares before discount	661,764
Premium per share (full Rupiah)	375
(shares)	1,764,705,000
Total new Series B Common shares issued to the public under the IPO	

(Expressed in millions of Rupiah, unless otherwise stated)

### 28. EQUITY (continued)

### b. Additional Paid-in Capital (continued)

The employees of BRI exercised their stock options starting on November 10, 2004 for MSOP I, November 10, 2005 for MSOP II and November 15, 2006 for MSOP III. During 2004 until 2010, stock options exercised totaled to 569,876,000 shares for MSOP I, II and III, which consist of 4,728,500 shares in 2010, 4,553,000 shares in 2009, 7,499,000 shares in 2008, 31,379,000 shares in 2007, 250,721,000 shares in 2006, 185,610,000 shares in 2005 and 85,385,500 shares in 2004. The additional paid-in capital arising from the exercise of stock options amounted to Rp43,062 in 2010, Rp14,367 in 2009, Rp29,013 in 2008, Rp140,960 in 2007, Rp619,376 in 2006, Rp184,859 in 2005 and Rp49,514 in 2004 (Note 29).

#### c. Differences Arising from Translation of Foreign Currency Financial Statements

This account represents the exchange rate differences resulting from the translation of the financial statement of the overseas branch/representative offices of BRI (Cayman Islands, New York and Hong Kong) from United States Dollar and Hong Kong Dollar to Indonesian Rupiah (Note 2ae). Assets and liabilities as well as commitments and contingencies denominated in foreign currencies were translated into Rupiah using the Reuters spot rates at 4.00 p.m. WIB (Western Indonesian time) on the statements of financial position date. The statements of comprehensive income for the year ended as of such date is derived from the accumulation of the monthly statements of comprehensive income balances which are translated into Rupiah by using the average exchange middle rate for the respective months.

### d. Distribution of Net Income and Utilization of Appropriated Retained Earnings

Based on the Annual General Shareholders' Meetings of BRI held on March 28, 2012, April 28, 2011 and May 20, 2010, the Shareholders agreed to distribute the dividend from net income for the years ended December 31, 2011, 2010 and 2009 as follows:

	Income 2011	Income 2010	Income 2009
Dividends	3,016,585	1,727,950**)	1,628,551 <sup>*)</sup>
General and specific reserves	150,829	286,810	950,078
Appropriation for partnership and environmental			
development funds	603,315	458,895	219,249

<sup>\*)</sup> Consists of dividends in the year 2009, amounted to Rp2,192,487 less interim dividends which was paid on December 16, 2009, amounted to Rp563,936.

Based on the letter from the Ministry of State-Owned Enterprises No. S-705/MBU/2010 dated November 18, 2010, there is an interim dividend payment for the year 2010 amounted to Rp45.93 (full Rupiah) per share or a total of Rp566,527 which was approved by BRI's Directors based on BRI's Directors' Meeting dated November 29, 2010.

BRI recorded the allowance for *tantiem* in the current consolidated statements of comprehensive income in accordance with SFAS No. 24 (Revised 2004) on "Employee Benefits".

<sup>\*\*)</sup> Consists of dividends in the year 2010, amounted to Rp2,294,477 less interim dividends which was paid on December 30, 2010, amounted to Rp566,527.

(Expressed in millions of Rupiah, unless otherwise stated)

### 29. MANAGEMENT STOCK OPTION PLAN (MSOP)

Based on the Extraordinary General Shareholders' Meeting held on October 3, 2003 as mentioned in notarial deed No. 6 of notary Imas Fatimah, S.H., the shareholders approved the issuance of stock options in 3 (three) stages (Note 28a). Stock options are granted to Directors and employees at certain levels and positions who fulfill the determined criteria.

MSOP stage-I was granted at the Initial Public Offering (IPO), while MSOP stage-II and MSOP stage-III will be granted each year after the MSOP stage-I. The number of stock options to be issued in MSOP stage-I through stage-III is at a maximum of 5% from the paid up capital of BRI within 3 (three) years without giving priority to the existing shareholders to exercise their rights.

### a. MSOP Stage-I

In MSOP stage-I, the exercise price was 110% of the offering price with the option exercisable over 5 (five) years from the granting date. The MSOP vesting period is 1 (one) year. The number of stock options that can be exercised at the end of the first year from the granting date is at a maximum of 50% of the total options granted and the remaining can be executed at the end of the second year up to the end of the fifth year. On November 10, 2003, the date of listing of BRI's shares in the Jakarta Stock Exchange and Surabaya Stock Exchange (currently the Indonesia Stock Exchange), BRI agreed to grant 235,294,100 stock options with an exercise price of Rp962.5 (full Rupiah) per share or 110% of the offering price per share.

The fair value of stock options in MSOP stage-I granted on November 10, 2003 amounted to Rp117.39 (full Rupiah) per share, in accordance with the Valuation Report issued by PT Watson Wyatt Purbajaga dated March 17, 2004 using the Black Scholes option pricing model.

### b. MSOP Stage-II

Based on BRI Annual General Shareholders' Meeting held on May 31, 2004, the shareholders granted MSOP stage-II with an exercise period of 5 (five) years and a vesting period of 1 (one) year. The number of stock options that can be exercised anytime after the vesting period until the end of the exercise period with a price of Rp1,750 (full Rupiah) per share and number of shares granted are 235,294,100 shares.

The fair value of stock options in MSOP stage-II granted on November 10, 2004 amounted to Rp351.62 (full Rupiah) per share, in accordance with the Valuation Report issued by PT Watson Wyatt Purbajaga dated February 15, 2005, using the Black Scholes option pricing model.

#### c. MSOP Stage-III

Based on the Annual General Shareholders' Meeting held on May 20, 2005, the shareholders granted MSOP stage-III with an exercise period of 5 (five) years and a vesting period of 1 (one) year. The number of stock options that can be exercised is twice a year within 5 (five) to 30 (thirty) working days until the end of exercise period with a share closing price of 90% of BRI's average closing price shares in the Jakarta Stock Exchange (currently the Indonesia Stock Exchange) for 25 (twenty-five) consecutive days before reporting date to the Jakarta Stock Exchange (currently the Indonesia Stock Exchange) (the latest within 5 (five) working days) and the number of shares issued are up to 117,647,050 shares.

The price of shares exercised in 2010 was Rp8,649 (full Rupiah) per share (period 8) and in 2009 was Rp5,458 (full Rupiah) per share (period 6) and Rp6,671 (full Rupiah) per share (period 7).

(Expressed in millions of Rupiah, unless otherwise stated)

### 29. MANAGEMENT STOCK OPTION PLAN (MSOP) (continued)

### c. MSOP Stage-III (continued)

The fair value of stock options in MSOP stage-III granted on November 10, 2005 amounted to Rp958 (full Rupiah) per share, in accordance with BRI management's calculation using the Black Scholes - Merton option pricing model.

The summary of the MSOP and its movements for the year ended December 31, 2010 is as follows (Note 28a):

		2010		
	Number of Options			
	MSOP Stage-I	MSOP Stage-II	MSOP Stage-III	
Options outstanding at the beginning of the year Options exercised during the year Options not exercised until maturity date	-	-	13,545,550 (4,728,500) (8,817,050) *)	
Options that can be exercised at the end of the year			-	

<sup>\*)</sup> The remaining balance of MSOP Stage-III that was still outstanding at maturity date on November 9, 2010 and was reported to Indonesia Stock Exchange on December 1, 2010.

The fair value of the options granted was derived using the following assumptions:

		MSOP Stage-I	MSOP Stage-II	MSOP Stage-III
Risk free interest rate	:	8.75%	8.75%	13.04%
Expected exercise period	:	5 years	5 years	5 years
Expected share price volatility	:	24.33%	24.33%	42.95%
Expected dividend yield	:	5.50%	5.50%	5.04%
Employee turnover rate	:	1.00%	1.00%	-

During 2010, stock options which were exercised amounted to Rp2,365 consisting of 4,728,500 shares (Note 28a) which resulted in the increase in additional paid-in capital of Rp43,062 as of December 31, 2010 (Note 28b).

The balance of accumulated stock options after deduction of the realized stock options amounted to Rp12,977 (including expired stock options of MSOP stage-III) for the year ended December 31, 2010 was RpNil, due to the expiration of the MSOP program, the movements are presented as part of the equity in the consolidated statements of financial position as of December 31, 2010.

(Expressed in millions of Rupiah, unless otherwise stated)

### **30. INTEREST AND INVESTMENT INCOME**

Interest and investment income are derived from:

	2012	2011	2010
Rupiah			
Loans			
Micro	19,780,729	19,452,031	18,067,281
Retail	18,688,743	18,433,259	17,955,957
Corporate	3,385,618	3,382,612	3,093,045
Securities	0,000,010	0,002,012	0,000,010
Fair value through profit or loss			
Certificates of Bank Indonesia	_	13,203	13,328
Government bonds	32,570	29,433	16,701
Bonds	1,005	20,400	2,707
Available for sale	1,000		2,707
Certificates of Bank Indonesia	305,360	623,500	638,498
Bonds	9,251	7,456	683
Government bonds	706,712	576,898	578,939
Held to maturity	700,712	370,030	370,333
Certificates of Bank Indonesia	341,875	478,143	139,148
Bonds	341,873	470,143	14,172
Subordinated bonds	7,950	5,815	6,297
Government bonds		126,807	
Medium Term Notes	175,341	,	91,587
	6,794	11,327	1,379
Government Recapitalization Bonds	244.250	267 506	4 E00 E00
Available for sale	311,350	267,596	1,502,589
Held to maturity	294,839	843,865	3,795
Placements with Bank Indonesia and other banks	4 000 400	4 004 000	740.070
Deposit Facility/Term Deposit	1,862,490	1,621,809	742,272
Inter-bank call money	45,422	75,308	51,812
Others	323	244	159,672
Current accounts with Bank Indonesia	163,713	137,664	17,805
Others	669,286	387,992	264,391
	46,789,459	46,474,962	43,362,058
Foreign currencies			
Loans			
Retail	140,436	58,026	28,220
Corporate	678,805	509,850	442,724
Securities			
Fair value through profit or loss			
Credit Link Notes	17,451	3,063	-
Government bonds	3,514	1,924	4,092
Bonds	-	-	217
Available for sale			
Bonds	493	387	620
Medium Term Notes	18,114	16,817	492
Government bonds	175,588	73,674	42,374
Held to maturity			
Credit Link Notes	64,574	21,103	10,663
Notes Receivable	23,376	255	114
Medium Term Notes	-,	-	10,159
Bonds	2,089	1,020	1,011
Government bonds	71,785	9,820	-
	, . 23	-,	

(Expressed in millions of Rupiah, unless otherwise stated)

### **30. INTEREST AND INVESTMENT INCOME (continued)**

Interest and investment income are derived from (continued):

	2012	2011	2010
Foreign currencies (continued)			
Placements with Bank Indonesia and other banks Inter-bank call money	15,275	85,341	56,528
Others	44,175	19,628	12,221
Others	226,887	20,308	
	1,482,562	821,216	609,435
Total	48,272,021	47,296,178	43,971,493

### 31. INTEREST EXPENSES AND OTHER FINANCING EXPENSE

This account represents interest expenses and other financing expense incurred on:

	2012	2011	2010
Rupiah			
Time deposits	6,892,440	7,199,658	5,917,970
Saving deposits	2,125,483	2,887,704	2,474,286
Demand deposits	1,462,384	1,375,961	1,087,642
Subordinated loans	221,208	224,082	220,496
Deposits from other banks and financial			
institutions	41,856	187,578	287,619
Fund borrowings	177,180	143,163	232,909
Securities sold under agreement to repurchase	388	12,876	12,876
Others	1,055,971	764,697	625,297
	11,976,910	12,795,719	10,859,095
Foreign currencies			
Time deposits	474,163	357,185	499,258
Fund borrowings	78,934	65,576	2,230
Deposits from other banks and financial			
institutions	51,877	45,095	65,060
Demand deposits	17,176	11,729	23,310
	622,150	479,585	589,858
	12,599,060	13,275,304	11,448,953

### 32. PROVISION FOR IMPAIRMENT LOSSES ON FINANCIAL ASSETS - NET

This account represents provision (reversal) of allowance for impairment losses on financial assets as follows:

	2012	2011	2010
Loans (Note 12f)	2,593,691	5,789,241	7,879,092
Sharia receivables and financing (Note 13)	75,426	18,743	(3,267)

(Expressed in millions of Rupiah, unless otherwise stated)

### 32. PROVISION FOR IMPAIRMENT LOSSES ON FINANCIAL ASSETS - NET (continued)

This account represents provision (reversal) of allowance for impairment losses on financial assets as follows (continued):

	2012	2011	2010
Placements with Bank Indonesia and other banks (Note 6e)	(300)	50	250
Securities (Note 7e)	(750)	(25)	100
Current accounts with other banks (Note 5e)	`110 <sup>°</sup>	(118)	62
Investment in associated entities (Note 15)	-	(1,355)	226
Acceptances receivable (Note 14d)	-	(7,240)	2,167
Export bills (Note 8d)	<u> </u>	(7,638)	1,906
	2,668,177	5,791,658	7,880,536

#### 33. SALARIES AND EMPLOYEE BENEFITS

The details of this account are as follows:

	2012	2011	2010
Salaries, wages and allowances	4,593,169	4,118,075	3,608,632
Bonuses, incentives and tantiem	2,806,706	2,421,646	2,304,140
Defined benefit pension (Note 41a)	497,852	447,856	276,275
Training and development	495,736	451,796	373,059
Grand leaves (Note 41e)	224,217	186,531	91,924
Gratuity for services (Note 41e)	192,577	162,604	123,335
Medical allowances	154,641	136,890	131,430
Work separation scheme (Note 41d)	155,250	65,754	73,437
Defined contribution pension (Note 41c)	104,385	77,670	680,318
Pension preparation period (Note 41e)	2,152	347,952	16,608
Others	378,862	284,073	996,563
	9,605, 547	8,700,847	8,675,721

Salaries and allowances of the Board of Directors amounted to Rp46,269, Rp52,078 and Rp45,778, and the Board of Commissioners amounted to Rp14,739, Rp10,247 and Rp8,384 for the years ended December 31, 2012, 2011 and 2010, respectively (Note 43).

Bonuses, incentives and *tantiem* paid to the Boards of Directors, Commissioners and key employees of BRI for the years ended December 31, 2012, 2011 and 2010, amounted to Rp225,076, Rp204,724 and Rp147,180, respectively (Note 43).

(Expressed in millions of Rupiah, unless otherwise stated)

### 34. GENERAL AND ADMINISTRATIVE EXPENSES

The details of this account are as follows:

	2012	2011	2010
Rent	1,016,732	1,106,078	886,226
Repairs and maintenance	654,556	584,717	491,413
Depreciation of premises and equipment (Note 16)	417,396	322,757	302,730
Electricity and water	362,027	313,097	276,144
Transportation	272,628	214,122	201,070
Office supplies	183,298	154,428	130,475
Printing and postage	168,212	183,962	152,018
Communications	107,615	118,105	96,691
Professional fees	54,139	50,668	33,911
Computer installations	42,300	17,268	17,939
Research and product development	6,874	8,761	10,017
Others	3,057,884	2,604,823	2,112,810
	6,343,661	5,678,786	4,711,444

#### 35. NON-OPERATING INCOME - NET

The details of this account are as follows:

	2012	2011	2010
Loan insurance claim income Cash distribution from the liquidation of BRI Finance	460,359	318,568	313,576
Ltd, Hong Kong	23,855	16,519	12,263
Gain on sale of premises and equipment	13,751	17,067	5,875
Rental income	4,636	3,033	6,379
Others - net	674,433	816,463	168,136
	1,177,034	1,171,650	506,229

### **36. TAXATION**

### a) Taxes Payable

As of December 31, 2012, 2011 and 2010, the details of taxes payable are as follows:

	2012	2011	2010
BRI (Parent Entity)			
Income tax Article 23	_	_	2,874
Article 25 (December)	392,603	462,148	230,459
Article 26	-	-	38,400
Article 29	443,641	622,506	1,648,319
Article 4 (2)	<u> </u>		764
	836,244	1,084,654	1,920,816

(Expressed in millions of Rupiah, unless otherwise stated)

### 36. TAXATION (continued)

### a) Taxes Payable (continued)

As of December 31, 2012, 2011 and 2010, the details of taxes payable are as follows (continued):

		2012	2011	2010
	Subsidiaries			
	Income tax Article 21	10.274	2 270	4.046
	Article 21 Article 23	10,374 725	3,278 611	4,046 457
	Article 25 (December)	4,574	1,463	
	Article 29	34,103	5,938	95
	Article 4 (2)	9,669	10,003	5,509
	Others	6	50	-
		59,451	21,343	10,107
		895,695	1,105,997	1,930,923
b)	Tax Expense			
D)	Tax Expense	2012	2011	2010
	Parent Entity Current tax expense of:			
	Current year	4,434,804	4,057,443	3,917,140
	Prior year tax examination	36,142	-	-
	Expense (benefit) income tax	646,937	(409,080)	(486,156)
		5,117,883	3,648,363	3,430,984
	Subsidiaries  Current tex superson of			
	Current tax expense of: Current year	71,089	17,761	4,909
	Prior year tax examination	4,455	-	-,505
	Expense (benefit) income tax	(21,235)	1,760	(48)
		54,309	19,521	4,861
		5,172,192	3,667,884	3,435,845

The reconciliation between income before tax expense as presented in the consolidated statements of comprehensive income and estimated taxable income is as follows:

	2012	2011	2010
Income before tax expense based on the consolidated statements of comprehensive			
income	23,859,572	18,755,880	14,908,230
Income of Subsidiaries	(188,685)	(56,486)	(15,306)
Income before tax expense - BRI			
(Parent Entity)	23,670,887	18,699,394	14,892,924

(Expressed in millions of Rupiah, unless otherwise stated)

### 36. TAXATION (continued)

### b) Tax Expense (continued)

The reconciliation between income before tax expense as presented in the consolidated statements of comprehensive income and estimated taxable income is as follows (continued):

	2012	2011	2010
Temporary Differences:			
Provision (reversal) for allowance			
for possible losses on loans	(1,688,909)	1,000,151	2,067,026
Provision (reversal) for personnel expenses	(657,053)	825,581	222,629
Unrealized loss on derivatives transactions	-	-	139,473
Reversal of provision for estimated losses on			
commitments and contingencies	-	(93,294)	(8,422)
Unrealized loss (gain) on trading securities and			
Government Recapitalization Bonds	882	2,438	(26,293)
Depreciation of premises and equipment	(242,670)	(83,116)	(52,699)
Reversal of provision for possible losses on			
earning assets excluding loans	<u> </u>	(15,439)	(668,304)
	(2,587,750)	1,636,321	1,673,410
Permanent Differences:			
Public relations	142,637	159,221	84,836
Representations and donations	49,706	34,547	30,390
Sports and religious activities	32,098	30,469	26,908
Income subjected to final tax	(4,724)	(4,407)	(4,325)
Income of Subsidiaries	(32,060)	(23,797)	(15,406)
Others	903,225	(244,533)	2,896,963
	1,090,882	(48,500)	3,019,366
Estimated taxable income	22,174,019	20,287,215	19,585,700

The computation of corporate income tax expense and income tax payable are as follows:

	2012	2011	2010
Estimated taxable income	22,174,019	20,287,215	19,585,700
Parent Entity Corporate income tax expense - current Income tax installment payments during the year	(4,434,804) 3,991,163	(4,057,443) 3,434,937	(3,917,140) 2,268,821
Corporate income tax payable - Article 29	(443,641)	(622,506)	(1,648,319)
Subsidiaries Corporate income tax expense - current Income tax installment payments during the year	(71,089) 36,986	(17,761) 11,823	(4,909) 4,814
Corporate income tax payable - Article 29	(34,103)	(5,938)	(95)

(Expressed in millions of Rupiah, unless otherwise stated)

### 36. TAXATION (continued)

#### b) Tax Expense (continued)

#### **Examination of fiscal year 2010**

The General Directorate of Tax based on Tax Assessment Letter No. 00198/207/10/093/12 dated November 28, 2012, affirmed the under payment of Value Added Tax on Goods and Services in the amount of Rp1,418 including fine in the amount of Rp194 which was billed through Tax Billing Letter No. 00112/107/10/093/12 dated November 28, 2012 and was already approved by BRI.

The General Directorate of Tax based on Tax Assessment Letter No. 00003/206/10/093/12 dated November 28, 2012, affirmed the under payment of Income Tax in the amount of Rp1,484,041 which was already approved by BRI in the amount of Rp34,529. The management is in the opinion that BRI's treatment to disapprove the tax under payment is already in accordance with the existing tax regulations, therefore, BRI is currently filing for an objection.

The approved payment for tax under payment by BRI amounted to Rp36,142 and was paid on December 27, 2012. Income tax of BRI and Subsidiaries are computed for each company as a separate legal entity.

### c) Deferred Tax Assets

The computation of deferred tax benefit (expense) of BRI is as follows (Note 2ag):

	2012	2011	2010
Parent Entity			_
Provision for allowance for possible losses on			
earning assets	(422,227)	246,178	420,728
Provision for employee benefits	(164,263)	206,395	52,412
Unrealized loss on derivatives transactions	-	-	34,868
Reversal of estimated losses on commitments			
and contingencies	-	(23,324)	(2,105)
Unrealized loss (gain) on trading securities and			
Government Recapitalization Bonds	220	610	(6,573)
Depreciation of premises and equipment	(60,667)	(20,779)	(13,174)
	(646,937)	409,080	486,156
Subsidiaries	21,235	(1,760)	48
Total deferred tax benefit (expense)	(625,702)	407,320	486,204

The tax effects of significant temporary differences between commercial reporting and tax (recorded under "Deferred Tax Assets") are as follows (Note 2ag):

	2012	2011	2010
Parent Entity	_		_
Allowance for possible losses on earning assets	1,433,718	1,855,945	1,609,767
Provision for employee expense	746,352	910,615	704,220
Depreciation on premises and equipment	55,814	116,481	137,260
Estimated losses on commitments and contingencies Unrealized gain on trading securities and	-	-	23,324
Government Recapitalization Bonds Unrealized gain on available for sale securities and	-	(220)	(830)
Government Recapitalization Bonds	(243,652)	(255,001)	(187,188)
	1,992,232	2,627,820	2,286,553
Subsidiaries	32,679	4,138	8,548
_	2,024,911	2,631,958	2,295,101
=			

(Expressed in millions of Rupiah, unless otherwise stated)

### 36. TAXATION (continued)

### c) Deferred Tax Assets (continued)

Under article 17 (2) of Law No. 7 year 1983 regarding "Income Tax" which was revised for the fourth time by Law No. 36 year 2008, the corporate tax rate is 25%.

In addition, based on the above Law No. 36 year 2008 dated September 23, 2008, the Government Regulation No. 81 year 2007 dated December 28, 2007 on "Reduction of the Income Tax Rate on Resident Corporate Tax Payers in the Form of Publicly-listed Companies" and the Ministry of Finance Regulation No. 238/PMK.03/2008 dated December 30, 2008 on "The Guidelines on the Implementation and Supervision on the Rate Reduction for Domestic Tax Payers in the Form of Public Companies" stipulates that resident publicly-listed companies in Indonesia can obtain the reduced income tax rate at 5% lower than the highest existing income tax rate, provided they meet the prescribed criteria, i.e., public companies whose shares are owned by the public at a minimum of 40% or more of the total paid-up shares are traded in the Indonesia Stock Exchange and such shares are owned by at least 300 (three hundred) parties and each party owning only less than 5% of the total paid-up shares. These requirements should be fulfilled by the publicly-listed companies for a period of 6 (six) months in 1 (one) tax year. Based on Letter No. DE/I/2013-0019 dated January 3, 2013 and the monthly report of shares ownerships, form No. X.H.I-6 dated January 2, 2013 from the Securities Administration Agency (Biro Administrasi Efek), Datindo Entrycom on the ownership of BRI's shares during 2012, all of the above mentioned required criteria to obtain the tax rate reduction on BRI's financial statements for the year ended December 31, 2012, were fulfilled by BRI.

#### 37. RISK MANAGEMENT

One of the key to success in BRI's accomplishment as a strong and healthy bank with sustainable growth is the business implementation which is supplemented with an integrated and systematic risk management of credit risk, liquidity risk, operational risk, market risk, strategic risk, compliance risk, reputational risk and legal risk in accordance with Circular Letter of Bank Indonesia No. 13/23/DPNP dated October 25, 2011 on Risk Management Implementation for Commercial Banks.

The principles of integrated and systematic risk management are stated in the Risk Management General Policy (KUMR) which represents the supreme rule in the risk management implementation in BRI's entire business activities. KUMR includes general policy, strategy, organization, risk management, information system, process and implementation of risk management, up to internal control system. KUMR is translated in details and set forth in Guidance on the Application of Risk Management Implementation (P3MR), which determines the stages in risk management process, among others, risk identification, risk measurement, risk monitoring and risk control. P3MR consists of Guidance on the Application of Credit Risk Management Implementation (P3MRO), Guidance on the Application of Market Risk Management Implementation (P3MRP) and Guidance on the Application of Integrated Risk Management Implementation (P3MRT).

BRI Risk Profile Assessment consists of inherent risk assessment, an assessment of embedded risks in the business activities of the bank that could potentially affect the Bank's financial position and assessment of Risk Management Implementation Quality in the operational activities, which is an assessment on the adequacy of the risk management system covering all the pillars of risk management implementation. Combination of inherent risk assessment and Risk Management Implementation Quality result in the risk profile assessment, one of the factors in Bank's Health Assessment (Risk Based Bank Rating (RBBR)). RBBR is stipulated in BRI's Circular Letter No. 01-DIR/AMK/01/2012.

These consolidated financial statements are originally issued in the Indonesian language.

### PT BANK RAKYAT INDONESIA (PERSERO) Tbk AND SUBSIDIARIES NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS Years Ended December 31, 2012, 2011 and 2010

(Expressed in millions of Rupiah, unless otherwise stated)

#### 37. RISK MANAGEMENT (continued)

BRI has implemented the concept of three line of defense. First line of defense is the business/operational working unit performing functional activities according to existing policies, limit and operational guidelines. Second line of defense is the risk management working unit which oversees compliance of BRI risk management according to risk tolerance and implements policies, guidelines and risk limits of business/operational working units independently. Third line of defense is the internal audit working unit which functions in performing control through evaluation of the first and second lines of defense as well as reporting independently to the Chief Executive Director and Commissioner.

#### **Credit Risk Management**

Credit risk is risk due to default of debtor and/or other party in meeting their obligation to BRI. BRI monitors the credit quality as part of early identification of credit impairment.

Credit risk management is conducted through limit management at acceptable risk exposure level for third party individual, limit management at geographic level and limit management of each industry concentration. Limit determination is done through credit risk rating for each individual debtor. Credit risk rating is updated periodically to estimate the potential loss as risk due to credit expansion and as a basis to determine following improvement.

The implementation of Credit Risk Management is not solely intended to position BRI as a bank that is in compliance with the regulation, but also a form of management's obligation in implementing credit risk management system at an optimum risk and return, align with the best practice in the banking industry, which in turn is expected to support BRI's business activities.

Credit analysis and approval process begins with the early introduction of prospective debtors through the assessment of individual risk levels of debtors using the Credit Risk Rating (CRR) for commercial loans and Credit Risk Scoring (CRS) for consumer and micro loans. BRI has determined a cut-off for a prospective debtor who is eligible to be approved based on BRI's acceptable risk (KRD).

Loan distribution performed by business working unit is done to take into account credit risk from loan disbursement up to loan settlement by controlling and monitoring loan quality periodically to prevent Non Performing Loans (NPL).

Through the implementation of Early Warning System (EWS) in the development of the condition of the debtor's business, effective credit risk management could minimize risk of possible loss and optimize capital usage to obtain maximum income.

The credit risk management of BRI is intended to minimize possible losses due to unsettled loans and other financial contracts, in the individual or overall portfolio level of loans. Credit risk management is also intended to meet the regulatory requirements of Bank Indonesia.

(Expressed in millions of Rupiah, unless otherwise stated)

### 37. RISK MANAGEMENT (continued)

### **Credit Risk Management (continued)**

(i) Maximum exposure of financial asset

Credit risk exposures on financial assets in the consolidated statements of financial position as of December 31, 2012, 2011 and 2010 are as follows:

	Maximum Exposure				
	2012	2011	2010		
Current accounts with Bank Indonesia	42,524,126	33,040,418	19,989,683		
Current accounts with other banks	4,841,975	5,533,164	5,658,053		
Placements with Bank Indonesia and other banks	66,242,928	73,596,356	83,272,140		
Securities					
Fair value through profit or loss	612,986	563,125	203,144		
Available for sale	13,573,274	15,416,030	13,072,295		
Held to maturity	26,950,620	17,938,361	9,239,224		
Export bills	5,934,772	4,828,569	734,339		
Government Recapitalization Bonds					
Available for sale	715,616	5,396,026	6,026,463		
Held to maturity	3,600,000	3,600,000	7,600,000		
Securities purchased under agreement to resell	9,550,521	9,383,298	501,381		
Derivatives receivable	28,850	17,818	87,870		
Loans					
Micro	107,616,454	92,777,152	78,125,129		
Retail	143,282,232	121,837,545	112,648,253		
Corporate	85,182,356	54,840,029	42,199,402		
Sharia receivables and financing	11,010,636	8,970,274	5,413,592		
Acceptances receivable	4,786,121	1,692,176	660,209		
Investment in associated entities *)	1,408	1,408	1,099		
Other assets **)	625,355	1,128,481	1,295,744		
Total	527,080,230	450,560,230	386,728,020		

Credit risk exposure relating to consolidated administrative accounts as of December 31, 2012, 2011 and 2010 is as follows:

	Maximum Exposure					
	2012	2011	2010			
Irrevocable L/C	12,231,900	6,843,251	4,932,139			
Guarantees issued	12,261,818	6,238,525	3,801,371			
	24,493,718	13,081,776	8,733,510			

<sup>\*)</sup> Investment in associated entities with no significant influence.
\*\*) Other assets consist of interest receivables and other receivables, including other receivables based on Sharia principles.

(Expressed in millions of Rupiah, unless otherwise stated)

### 37. RISK MANAGEMENT (continued)

### **Credit Risk Management (continued)**

(i) Maximum exposure of financial asset (continued)

The above tables represent the maximum credit risk exposure of BRI as of December 31, 2012, 2011 and 2010. For financial assets on consolidated statements of financial position, the exposures set out above are based on net carrying amounts as reported in the consolidated financial statements.

As of December 31, 2012, 2011 and 2010, the percentage of maximum exposure of loans, Sharia receivables and financing against the total financial assets subject to credit risk in the consolidated statements of financial position is 65.85%, 61.80% and 61.64%, respectively.

#### (ii) Risk concentration analysis

### (a) Geographical sectors

The following tables provide details of BRI's credit risk exposure as categorized by geographical region as of December 31, 2012, 2011 and 2010. For these tables, BRI has allocated exposures to the regions based on the geographical area where activities are undertaken.

		December 31, 2012						
	Jakarta	West Java	Central Java and Yogyakarta	East Java	Sumatera	Central and East Indonesia	Others	Total
Assets								
Current accounts with Bank Indonesia	42,524,126	-	-	-	-	-	-	42,524,126
Current accounts with other banks Placements with Bank Indonesia	4,736,402	118	1,026	8	562	7,818	96,212	4,842,146
and other banks	65,947,885	-	-	-	-	-	295,043	66,242,928
Securities								
Fair value through profit or loss	612,986	-	-	-	-	-	-	612,986
Available for sale	12,328,307	-	-	-	-	-	1,244,967	13,573,274
Held to maturity	26.808.527	_	-	-	_	-	142.853	26,951,380
Export bills	4,048,115	7,623	80,255	905,657	72.752	14,669	805,701	5,934,772
Government Recapitalization Bonds	,, -	,	,	,	, -	,	,	
Available for sale	715.616	_	_	_	_	_	_	715.616
Held to maturity	3,600,000	-	-	-	-	-	_	3,600,000
Securities purchased	-,,							.,
under agreements to resell	9,550,521	_	_	_	_	_	_	9.550.521
Derivatives receivable	28,850	_	-	_	_	-	_	28,850
Loans	-,							-,
Micro	9.034.327	9.939.161	17.788.181	15.498.699	25.571.902	37.662.582	_	115,494,852
Retail	35,603,909	10,090,294	15,982,950	19,034,391	26,932,435	38,567,169	162,578	146,373,726
Corporate	60,861,940	6,794,456	1,828,626	6,825,359	7,259,103	3,774,799	1.545.401	88,889,684
Sharia receivables and financing	3,608,075	2,332,404	1,342,613	1,052,596	1,687,256	1,225,337	-	11,248,281
Acceptances receivable	3,730,657	676,866	336,822	8,086	33,690	-,,	_	4,786,121
Investment in associated entities*)	1,944	-	-	-,	-	_	_	1,944
Other assets**)	410,062	18,732	9,904	18,323	30,045	65,895	72,394	625,355
,		<del></del>						<del></del>
Total	284,152,249	29,859,654	37,370,377	43,343,119	61,587,745	81,318,269	4,365,149	541,996,562
Less: Allowance for								
Impairment losses								(14,916,332)
impairment lococo								(14,510,002)
								527,080,230
Administrative Accounts								
Irrevocable L/C	7,436,075	3,685,709	160,285	435,667	475,178	38,986	-	12,231,900
Guarantees issued	8,503,562	887,918	278,298	253,230	285,400	2,053,410		12,261,818
	15,939,637	4,573,627	438,583	688,897	760,578	2,092,396	-	24,493,718

(Expressed in millions of Rupiah, unless otherwise stated)

### 37. RISK MANAGEMENT (continued)

### **Credit Risk Management (continued)**

- (ii) Risk concentration analysis (continued)
  - (a) Geographical sectors (continued)

	December 31, 2011							
	Jakarta	West Java	Central Java and Yogyakarta	East Java	Sumatera	Central and East Indonesia	Others	Total
Assets								
Current accounts with Bank Indonesia	33,040,418	-	-	-	-	-	-	33,040,418
Current accounts with other banks	5,391,983	7	1,613	256	3,610	8,284	127,472	5,533,225
Placements with Bank Indonesia								
and other banks	73,273,622	-	-	-	-	-	323,034	73,596,656
Securities								
Fair value through profit or loss	563,125	-	-	-	-	-	-	563,125
Available for sale	15,306,866	-	-	-	-	-	109,164	15,416,030
Held to maturity	17,939,871	-	-	-	-	-	-	17,939,871
Export bills	3,621,012	2,482	117,936	852,960	228,823	5,356	-	4,828,569
Government Recapitalization Bonds		, -	,	,	-,-	-,		,,
Available for sale	5.396.026	_	_	_	_	_	_	5.396.026
Held to maturity	3,600,000	_	_	_	_	_	_	3,600,000
Securities purchased	-,,							-,,
under agreements to resell	9,383,298	_	_	_	_	_	_	9,383,298
Derivatives receivable	17.818	_	_	_	_	_	_	17,818
Loans	,0.0							,0.0
Micro	7.987.999	8.628.235	15.235.143	13.054.610	22.263.458	30.909.985	_	98.079.430
Retail	40,026,938	7,331,060	13,226,528	17,194,884	23,220,697	29,345,261	147.490	130,492,858
Corporate	43,148,860	2,722,123	911,831	3,182,350	4,836,325	1,248,490	783,990	56,833,969
Sharia receivables and financing	2,958,269	1,689,607	1,321,146	929,706	1,333,333	876.654	103,990	9,108,715
Acceptances receivable	687.261	131,479	261,078	262,224	349,039	1,095		1,692,176
	1.944	131,479	201,070	202,224	349,039	1,095	-	1,692,176
Investment in associated entities*)		- 04 000	44.057	47.000	04.047	40.070		
Other assets**)	1,005,079	21,393	11,957	17,686	24,217	18,279	29,870	1,128,481
Total	263,350,389	20,526,386	31,087,232	35,494,676	52,259,502	62,413,404	1,521,020	466,652,609
Less: Allowance for								/
Impairment losses								(16,092,379
								450,560,230
Administrative Accounts								
Irrevocable L/C	5,116,045	157,843	480,143	478,575	397,229	206,124	7,292	6,843,251
Guarantees issued	5,306,801	160,277	128,557	418,527	201,881	22,482	- 1,232	6,238,525
	10,422,846	318,120	608,700	897,102	599,110	228,606	7,292	13,081,776

	December 31, 2010							
	Jakarta	West Java	Central Java and Yogyakarta	East Java	Sumatera	Central and East Indonesia	Others	Total
<u>Assets</u>								
Current accounts with Bank Indonesia	19,989,683	-	-	-	-	-	-	19,989,683
Current accounts with other banks	5,638,933	-	122	4	3	3,147	15,907	5,658,116
Placements with Bank Indonesia								
and other banks	82,382,398	-	-	-	-	-	889,992	83,272,390
Securities								
Fair value through profit or loss	203,144	-	-	-	-	-	-	203,144
Available for sale	11,745,089	-	-	-	-	-	1,327,206	13,072,295
Held to maturity	9,240,734	-	-	-	-	-	-	9,240,734
Export bills	417,278	967	58,517	233,006	16,714	15,275	-	741,757
Government Recapitalization Bonds								
Available for sale	6,026,463	-	-	-	-	-	-	6,026,463
Held to maturity	7,600,000	-	-	-	-	-	-	7,600,000
Securities purchased								
under agreements to resell	501,381	-	-	-	-	-	-	501,381
Derivatives receivable	87,870	-	-	-	-	-	-	87,870
Loans								
Micro	6,686,357	7,536,289	12,925,094	11,023,950	18,908,907	24,751,572	-	81,832,169
Retail	22,675,209	8,218,831	13,861,031	18,080,858	21,145,718	30,172,455	5,885,944	120,040,046
Corporate	36,440,175	1,799,003	705,799	2,279,566	3,088,214	779,266	-	45,092,023
Sharia receivables and financing	2,373,920	642,216	587,236	555,448	873,085	493,063	-	5,524,968
Acceptances receivable	332,717	31,871	201,160	10,134	90,996	-	-	666,878

(Expressed in millions of Rupiah, unless otherwise stated)

### 37. RISK MANAGEMENT (continued)

### **Credit Risk Management (continued)**

- (ii) Risk concentration analysis (continued)
  - (a) Geographical sectors (continued)

Total
1,646
1,295,744
400,847,307
(14,119,287)
386,728,020
4,932,139 3,801,371
8,733,510

### (b) Industrial sectors

The following tables provide the details of credit exposure at carrying amounts, as categorized by the industrial sectors as of December 31, 2012, 2011 and 2010:

	December 31, 2012								
	Government (including Bank Indonesia)	Bank and other financial institutions	Companies	Individuals	Total				
<u>Assets</u>									
Current accounts									
with Bank Indonesia	42,524,126	-	-	-	42,524,126				
Current accounts									
with other banks	-	4,842,146	-	-	4,842,146				
Placements with Bank Indonesia									
and other banks	60,696,564	5,261,364	285,000	-	66,242,928				
Securities									
Fair value through									
profit or loss	71,925	541,061	-	-	612,986				
Available for sale	13,162,156	69,227	341,891	-	13,573,274				
Held to maturity	22,121,157	3,591,573	1,238,650	-	26,951,380				
Export bills	14,281	-	5,920,491	-	5,934,772				
Government Recapitalization									
Bonds									
Available for sale	715,616	-	-	-	715,616				
Held to maturity	3,600,000	-	-	-	3,600,000				
Securities purchased									
under agreements to resell	9,550,521	<del>-</del>	-	-	9,550,521				
Derivatives receivable	-	28,850	-	-	28,850				

<sup>\*)</sup> Investment in associated entities with no significant influence.
\*\*) Other assets consist of interest receivables and other receivables, including other receivables based on Sharia principles.

(Expressed in millions of Rupiah, unless otherwise stated)

### 37. RISK MANAGEMENT (continued)

### **Credit Risk Management (continued)**

- (ii) Risk concentration analysis (continued)
  - (b) Industrial sectors (continued)

			December 31, 2	012	
	Government (including Bank Indonesia)	Bank and other financial institutions	Companies	Individuals	Total
Assets (continued)					
Loans Micro			2 225 514	112 150 220	115 404 952
Retail	696,347	387,937	2,335,514 35,424,274	113,159,338 109,865,168	115,494,852 146,373,726
Corporate	2,254,829	5,489,847	81,145,008	-	88,889,684
Sharia receivables					
and financing	17,695	-	4,016,204	7,214,382	11,248,281
Acceptances receivable Investment in associated	685,912	-	4,100,209	-	4,786,121
entities*)	_	_	1,944	_	1,944
Other assets**)	68,054	730	387,883	168,688	625,355
Total	156,179,183	20,212,735	135,197,068	230,407,576	541,996,562
Less: Allowance for					(4.4.040.000)
Impairment losses					(14,916,332)
					527,080,230
Administrative Accounts	0.000.700		0.400.474		40 004 000
Irrevocable L/C Guarantees issued	6,068,726 5,444,426	_	6,163,174 4,807,631	2,009,761	12,231,900 12,261,818
Guarantees issued					
	11,513,152		10,970,805	2,009,761	24,493,718
		D	ecember 31, 201	1	
	Government (including Bank Indonesia)	Bank and other financial institutions	Companies	Individuals	Total
Assets					
Current accounts					
with Bank Indonesia	33,040,418	-	-	-	33,040,418
Current accounts with other banks		E E22 22E			E E22 22E
Placements with Bank	-	5,533,225	-	-	5,533,225
Indonesia and other banks	69,724,880	3,706,776	165,000	-	73,596,656
Securities					
Fair value through					
profit or loss	53,933	509,192	- 007 500	-	563,125
Available for sale	15,078,450	3,773,611	337,580	-	15,416,030
Held to maturity Export bills	12,573,369 5,351	3,773,011	1,592,891 4,823,218	-	17,939,871 4,828,569
Government Recapitalization Bonds	0,001		1,020,210		1,020,000
Available for sale	5,396,026	-	-	-	5,396,026
Held to maturity Securities purchased	3,600,000	-	-	-	3,600,000
under agreements to resell	9,383,298	-	-	-	9,383,298
Derivatives receivable	-	17,818	-	-	17,818

(Expressed in millions of Rupiah, unless otherwise stated)

### 37. RISK MANAGEMENT (continued)

### **Credit Risk Management (continued)**

- (ii) Risk concentration analysis (continued)
  - (b) Industrial sectors (continued)

_		De	ecember 31, 2011		
	Government (including Bank Indonesia)	Bank and other financial institutions	Companies	Individuals	Total
Assets (continued)					
Loans Micro	_	_	337,593	97,741,837	98,079,430
Retail	4,785	135,335	742,998	129,609,740	130,492,858
Corporate	1,004,596	5,243,115	50,586,258	-	56,833,969
Sharia receivables and					
financing	9,910	-	2,898,040	6,200,765	9,108,71
Acceptances receivable Investment in associated	198,041	-	1,494,135	-	1,692,176
entities*)	-	-	1,944	-	1,944
Other assets**)	262,865	55,904	421,737	387,975	1,128,48
Total =	150,335,922	18,974,976	63,401,394	233,940,317	466,652,609
Less: Allowance for Impairment losses					(16,092,379
impairmont recess					
					450,560,230
Administrative Accounts					
Irrevocable L/C	3,189,141	-	3,654,110	- - 700	6,843,251
Guarantees issued	146,245		6,086,580	5,700	6,238,525
=	3,335,386		9,740,690	5,700	13,081,770
		De	ecember 31, 2010	)	
	Government (including Bank Indonesia)	Bank and other financial			
	maonesiaj	institutions	Companies	Individuals	Total
– Assets		institutions	Companies	Individuals	Total
Current accounts with Bank Indonesia	19,989,683	institutions	Companies	Individuals 	19,989,683
Current accounts with Bank Indonesia Current accounts with other banks	,	5,655,364	Companies	Individuals -	19,989,68
Current accounts with Bank Indonesia Current accounts with other banks Placements with Bank Indonesia and other banks	19,989,683	-	Companies	Individuals -	
Current accounts with Bank Indonesia Current accounts with other banks Placements with Bank Indonesia and other banks	19,989,683 2,752 68,556,092	5,655,364	Companies	Individuals -	19,989,68: 5,658,110 83,272,390
Current accounts with Bank Indonesia Current accounts with other banks Placements with Bank Indonesia and other banks Securities Fair value through profit or loss Available for sale	19,989,683 2,752 68,556,092 s 193,582 12,831,823	5,655,364 14,716,298 9,562	- - - 240,472	Individuals	19,989,68 5,658,11 83,272,39 203,14 13,072,29
Current accounts with Bank Indonesia Current accounts with other banks Placements with Bank Indonesia and other banks Securities Fair value through profit or loss Available for sale Held to maturity	19,989,683 2,752 68,556,092 s 193,582	5,655,364 14,716,298 9,562 - 4,058,415		Individuals	19,989,68 5,658,11 83,272,39 203,14 13,072,29 9,240,73
Current accounts with Bank Indonesia Current accounts with other banks Placements with Bank Indonesia and other banks Securities Fair value through profit or loss Available for sale Held to maturity Export bills Government Recapitalization	19,989,683 2,752 68,556,092 s 193,582 12,831,823	5,655,364 14,716,298 9,562	- - - 240,472	-	19,989,683
Current accounts with other banks Placements with Bank Indonesia and other banks Securities Fair value through profit or loss Available for sale	19,989,683 2,752 68,556,092 s 193,582 12,831,823	5,655,364 14,716,298 9,562 - 4,058,415	- - - 240,472	-	19,989,683 5,658,110 83,272,390 203,144 13,072,299 9,240,734

Years Ended December 31, 2012, 2011 and 2010 (Expressed in millions of Rupiah, unless otherwise stated)

### 37. RISK MANAGEMENT (continued)

#### **Credit Risk Management (continued)**

- (ii) Risk concentration analysis (continued)
  - (b) Industrial sectors (continued)

December 31, 2010

	Government (including Bank Indonesia)	Bank and other financial institutions	Companies	Individuals	Total
Assets (continued)					
Securities purchased					
under agreements to resell	-	501,381	-	-	501,381
Derivatives receivable	-	87,870	-	-	87,870
Loans Micro			4 504 505	00.050.004	04 000 400
Retail	42.308	-	1,581,505 26,279,932	80,250,664 93,717,806	81,832,169 120,040,046
Corporate	227,976	55,130	44,808,917	93,717,000	45,092,023
Sharia receivables and	221,510	55,150	44,000,317		40,002,020
financing	-	_	2,380,951	3,144,017	5,524,968
Acceptances receivable	-	-	666,878	-	666,878
Investment in associated					
entities*)	-	536	1,110	-	1,646
Other assets**)	749,565	27,591	518,588		1,295,744
Total	120,286,363	25,853,904	77,594,553	177,112,487	400,847,307
Less: Allowance for					
Impairment losses					(14,119,287)
					386,728,020
Administrative Accounts					
Irrevocable L/C	2.459.228	393.603	2.079.308	-	4,932,139
Guarantees issued	134,110	1,588,166	2,029,201	49,894	3,801,371
	2,593,338	1,981,769	4,108,509	49,894	8,733,510

#### (iii) Collateral and pledging of loans

BRI determined the type and value of collateral according to the loan scheme as well as credit risk level estimation from the counterparty as a determined second way out. The types of collateral are as follows:

- a. Physical collateral, such as land and buildings, proof of vehicle ownership property and gold.
- b. Financial collateral, such as time deposit, savings, demand deposit, and securities.
- c. Others such as guarantees, government guarantees, and guarantee institution.

The collateral will be pledged according to the existing loan policy as to minimize credit risk, should there be an event of default in the future.

<sup>\*)</sup> Investment in associated entities with no significant influence.
\*\*) Other assets consist of interest receivables and other receivables, including other receivables based on Sharia principles.

(Expressed in millions of Rupiah, unless otherwise stated)

### 37. RISK MANAGEMENT (continued)

#### **Credit Risk Management (continued)**

- (iv) Impairment of financial assets as of December 31, 2012, 2011 and 2010:
  - (a) Current accounts with other banks

As of December 31, 2012, 2011 and 2010, this financial asset is not individually or collectively impaired according to the regulation of Bank Indonesia, except for Sharia, amounted to Rp171, Rp61, and Rp63, respectively.

#### (b) Placements with Bank Indonesia and other banks

As of December 31, 2012, 2011 and 2010, this financial asset is not individually or collectively impaired according to the regulation of Bank Indonesia, except for Sharia.

	2012	2011	2010
Rupiah			
Bank Indonesia - Term Deposit	43,702,732	27,492,087	18,367,802
Bank Indonesia - Deposit Facility	16,030,280	42,232,793	50,188,290
Inter-bank call money	1,355,000	913,000	1,250,000
	61,088,012	70,637,880	69,806,092
Foreign currencies			
Inter-bank call money	4,181,727	2,849,558	12,461,683
Bank Indonesia - Term Deposit	963,552	-	-
Time deposits	9,637	109,218	1,004,615
	5,154,916	2,958,776	13,466,298
Total	66,242,928	73,596,656	83,272,390
Less: Allowance for Impairment losses	-	(300)	(250)
	66,242,928	73,596,356	83,272,140
	=		

#### (c) Securities

As of December 31, 2012, 2011 and 2010, this financial asset is not impaired according to the regulation of Bank Indonesia, except for Sharia.

	2012	2011	2010
<u>Rupiah</u>		_	
Certificates of Bank Indonesia	16,556,764	13,956,762	9,631,413
Government bonds	15,246,161	10,698,039	5,101,814
Bonds	1,559,225	1,958,826	1,407,382
Bank Indonesia Sharia Certificates (SBIS)	575,000	400,000	200,000
Medium term notes	100,000	130,000	120,000
Subordinated bonds	89,873	89,857	89,843
Mutual funds	10,998	10,479	9,562
	34,138,021	27,243,963	16,560,014

(Expressed in millions of Rupiah, unless otherwise stated)

### 37. RISK MANAGEMENT (continued)

### **Credit Risk Management (continued)**

(iv) Impairment of financial assets as of December 31, 2012, 2011 and 2010 (continued):

### (c) Securities (continued)

	2012	2011	2010
Foreign currencies		_	_
Credit linked notes	3,698,047	3,595,708	3,175,431
Government bonds	2,977,313	2,650,951	2,158,297
Bonds	160,139	91,868	-
Notes receivables	115,650	109,164	397,642
Medium term notes	48,470	227,372	224,789
	6,999,619	6,675,063	5,956,159
Total	41,137,640	33,919,026	22,516,173
Less: Allowance for Impairment losses	(760)	(1,510)	(1,510)
	41,136,880	33,917,516	22,514,663

#### (d) Export bills

As of December 31, 2012 and 2011 this financial asset is not individually or collectively impaired. Whereas, as of December 31, 2010, this financial asset is impaired with the following details:

	2010
Rupiah Domestic Documentary Letter of Credit	42,715
Foreign currencies Export bills	699,042
Total Less: Allowance for impairment losses	741,757 (7,418)
	734,339

#### (e) Derivatives receivable

As of December 2012, 2011 and 2010, this financial asset is not individually or collectively impaired.

(Expressed in millions of Rupiah, unless otherwise stated)

### 37. RISK MANAGEMENT (continued)

### **Credit Risk Management (continued)**

- (iv) Impairment of financial assets as of December 31, 2012, 2011 and 2010 (continued):
  - (f) Loans, Sharia receivables and financing

As of December 31, 2012, 2011 and 2010, this financial asset is individually or collectively impaired according to the regulation of Bank Indonesia with the following details:

	December 31, 2012				
	Neither Past Due Nor Impaired		Past Due		
	High Grade	Standard Grade	But Not Impaired	Impaired	Total
<u>Rupiah</u>					
Agriculture	28,669,694	29,074	1,334,177	630,386	30,663,331
Mining	1,359,468	1,799	92,973	67,069	1,521,309
Manufacturing	16,430,981	990,610	535,521	611,051	18,568,163
Electricity, gas and water	8,301,200	575	17,156	35,200	8,354,131
Construction	6,838,463	12,627	243,304	1,347,726	8,442,120
Trading, hotels and restaurants	81,782,127	64,984	7,935,844	3,717,311	93,500,266
Transportation, warehousing	- , - ,	- ,	,,-	-, ,-	,,
and communications	8,336,742	3,391	169,940	230,195	8,740,268
Business services	12,150,972	4,792,238	963,076	727,991	18,634,277
Social services	9,015,544	-,,	151,023	136,655	9,303,222
Others	118,627,181	195,976	6,255,867	2,225,396	127,304,420
	291,512,372	6,091,274	17,698,881	9,728,980	325,031,507
Foreign currencies					
Agriculture	2,384,829	_	17,352	10.422	2,412,603
Mining	3,573,399	_	13,183	17,008	3,603,590
Manufacturing	19,249,253	309,920	2,542	480,871	20,042,586
Electricity, gas and water	304,361	309,920	2,542	400,071	304,361
Construction	1,382,447	-	19,196	167,599	1,569,242
Trading, hotels and restaurants	1,328,080	69,401	24,824	194,891	1,617,196
Transportation, warehousing	1,320,000	69,401	24,024	194,091	1,617,196
and communications	144,350	_	1,051	769,044	914,445
Business services	238,439	_	, , , , , , , , , , , , , , , , , , ,	87,774	326,213
Social services	3,761	-	-		3,761
Others	5,891,927	4,458	5,501	279,153	6,181,039
	34,500,846	383,779	83,649	2,006,762	36,975,036
	326,013,218	6,475,053	17,782,530	11,735,742	362,006,543
Less: Allowance for					(44.044.005)
Impairment losses					(14,914,865)
					347,091,678

	December 31, 2011				
	Neither Past Due Nor Impaired		Past Due But Not		
	High Grade	Standard Grade	Impaired	Impaired	Total
Rupiah					
Agriculture	19,033,954	29,593	1,612,543	606,090	21,282,180
Mining	1,012,063	2,493	79,153	9,907	1,103,616
Manufacturing	8,298,652	651,177	1,621,395	565,475	11,136,699
Electricity, gas and water	6,374,100	-	48,143	24,692	6,446,935
Construction	4,651,855	-	739,922	413,031	5,804,808
Trades, hotels and restaurants	70,387,189	40,487	8,088,595	4,796,595	83,312,866
Transportation, warehousing					
and communications	3,741,662	-	192,101	156,682	4,090,445
Business services	9,255,657	4,888,071	746,567	586,484	15,476,779
Social services	7,538,217	_	105,663	32,616	7,676,496
Others	106,311,199	195,476	4,270,766	1,192,000	111,969,441
	236,604,548	5,807,297	17,504,848	8,383,572	268,300,265

(Expressed in millions of Rupiah, unless otherwise stated)

### 37. RISK MANAGEMENT (continued)

Foreign currencies

Others

Agriculture
Mining
Manufacturing
Electricity, gas and water

Construction
Trades, hotels and restaurants
Transportation, warehousing
and communications
Business services
Social services

### **Credit Risk Management (continued)**

- (iv) Impairment of financial assets as of December 31, 2012, 2011 and 2010 (continued):
  - (f) Loans, Sharia receivables and financing (continued)

		Past Due		
Total	Impaired	But Not Impaired	Standard Grade	High Grade
2,198,047	12,923	412,878	-	1,772,246
4,374,983	11,466	-	-	4,363,517
9,200,451	551,987	156,190	237,485	8,254,789
67,952	-	-	-	67,952
1,165,693	-	1,113	-	1,164,580
6,369,810	467,365	9,325	49,500	5,843,620
959,514	2,404	826,646	-	130,464
245,421	91,518	-	-	153,903
90,213	-	-	-	90,213
1,542,623	3,547	4,382	4,274	1,530,420
26,214,707	1,141,210	1,410,534	291,259	23,371,704
294,514,972	9,524,782	18,915,382	6,098,556	259,976,252

December 31, 2011

Less: Allowance for Impairment losses (16,089,972)

\_\_\_\_

278,425,000

238,386,376

			December 31, 2010		
	Neither Past Due Nor Impaired		Past Due		
	High Grade	Standard Grade	But Not Impaired	Impaired	Total
<u>Rupiah</u>					
Agriculture	15,779,416	-	887,068	623,576	17,290,060
Mining	1,724,268	-	20,684	20,989	1,765,941
Manufacturing	7,981,047	959,874	526,650	736,399	10,203,970
Electricity, gas and water	4,932,340	-	24,939	17,528	4,974,807
Construction	4,555,365	-	181,492	746,694	5,483,551
Trades, hotels and restaurants Transportation, warehousing	72,599,421	16,787	5,808,287	4,236,562	82,661,057
and communications	3,588,419	-	69,327	270,051	3,927,797
Business services	6,538,006	4,246,385	777,326	702,005	12,263,722
Social services	4,836,648	· · · · -	33,868	180,797	5,051,313
Others	88,432,840	188,793	3,311,256	1,312,632	93,245,521
	210,967,770	5,411,839	11,640,897	8,847,233	236,867,739
Foreign currencies					
Agriculture	906,724	-	-	-	906,724
Mining	3,543,686	-	-	4,917	3,548,603
Manufacturing	1,783,312	309,250	10,019	686,062	2,788,643
Electricity, gas and water	899,656	-			899,656
Construction	508,896	-	-	-	508,896
Trades, hotels and restaurants Transportation, warehousing	4,785,732	52,016	8,385	223,290	5,069,423
and communications	898,269	-	13,572	7,932	919,773
Business services	43.732	_	9.768	7,002	53,500
Social services	44,127	-	-	55,502	99,629
Others	457,361	4,238	45,513	319,508	826,620
	13,871,495	365,504	87,257	1,297,211	15,621,467
	224,839,265	5,777,343	11,728,154	10,144,444	252,489,206
Less: Allowance for Impairment losses					(14,102,830)

Years Ended December 31, 2012, 2011 and 2010 (Expressed in millions of Rupiah, unless otherwise stated)

#### 37. RISK MANAGEMENT (continued)

#### **Credit Risk Management (continued)**

- (iv) Impairment of financial assets as of December 31, 2012, 2011 and 2010 (continued):
  - (f) Loans, Sharia receivables and financing (continued)

Above table shows the credit quality of each financial instrument which is neither past due nor impaired (allowance for impairment losses excluded), defined as follows:

#### 1. High Grade

Loans and Sharia receivables/financing, are third party receivables that are neither past due nor impaired, and has never been restructured (low risk).

#### 2. Standard Grade

Loan and Sharia receivables/financing, are third party receivables that are neither past due nor impaired, but has been restructured (middle risk).

#### (g) Acceptances receivable

As of December 31, 2012 and 2011, this financial asset is not impaired individually or collectively. While, as of December 31, 2010, this financial asset is impaired with the following details:

	2010
Foreign currencies	
Usance Import Letter of Credit	553,304
Usance Domestic Documentary Letter of Credit	113,574
Total	666,878
Less: Allowance for impairment losses	(6,669)
	660,209

#### (h) Estimated losses on commitments and contingencies

As of December 31, 2012, 2011 and 2010, the administrative accounts are impaired with the following details:

	2012	2011	2010
Rupiah			
Guarantees issued	3,702,083	3,447,111	1,905,076
Irrevocable L/C	450,296	313,130	264,501
	4,152,379	3,760,241	2,169,577
Foreign currencies			
Irrevocable L/C	11,781,604	6,530,121	4,667,638
Guarantees issued	8,559,735	2,791,414	1,896,295
	20,341,339	9,321,535	6,563,933
Total	24,493,718	13,081,776	8,733,510
Less: Allowance for Impairment losses	(414)	(152)	(93,422)
	24,493,304	13,081,624	8,640,088

(Expressed in millions of Rupiah, unless otherwise stated)

### 37. RISK MANAGEMENT (continued)

### **Credit Risk Management (continued)**

### (v) Quality of financial assets:

The following table shows the quality of financial assets by class of assets for all financial assets with credit risk, amount presented are gross.

December	31	2012
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_	Neither Past Due Nor Impaired		Past Due		
	High Grade	Standard Grade	But Not Impaired	Impaired	Total
Assets					
Current accounts with Bank Indonesia	42,524,126	_	_	_	42,524,126
Current accounts with other banks	4,842,146	-			4,842,146
Placements with Bank Indonesia	4,042,140				4,042,140
and other banks	66,242,928	_	_	_	66,242,928
Securities	00,242,320				00,242,320
Fair value through profit or loss	612.986	_	_	_	612.986
Available for sale	13,573,274	_	_	_	13,573,274
Held to maturity	26,951,380	_	_	_	26,951,380
Export bills	5,934,772	_	_	_	5,934,772
Government Recapitalization Bonds	0,001,172				0,001,772
Available for sale	715,616	_	_	_	715,616
Held to maturity	3,600,000	_	_	_	3,600,000
Securities purchased	0,000,000				0,000,000
under agreements to resell	9,550,521	-	_	_	9,550,521
Derivatives receivable	28.850	_	_	_	28,850
Loans	,				
Micro	106,003,807	-	7,996,256	1,494,789	115,494,852
Retail	132,119,531	79.936	8.716.216	5,458,043	146,373,726
Corporate	77,266,780	6,375,292	805,128	4,442,484	88,889,684
Sharia receivables and financing	10,623,100	19,825	264,930	340,426	11,248,281
Acceptances receivable	4,786,121	-,	- ,		4,786,121
Investment in associated	.,,				.,,.
entities*)	1,944	-	-	-	1,944
Other assets**)	625,355	-	-	-	625,355
	506,003,237	6,475,053	17,782,530	11,735,742	541,996,562

December 31, 2011

	Neither Past Due Nor Impaired		Past Due But Not		
	High Grade	Standard Grade	Impaired	Impaired	Total
<u>Assets</u>					
Current accounts with Bank Indonesia	33,040,418	-	-	-	33,040,418
Current accounts with other banks	5,533,225	-	-	=	5,533,225
Placements with Bank Indonesia					
and other banks	73,596,656	-	-	-	73,596,656
Securities					
Fair value through profit or loss	563,125	-	-	-	563,125
Available for sale	15,416,030	-	-	-	15,416,030
Held to maturity	17,939,871	-	-	-	17,939,871
Export bills	4,828,569	-	-	-	4,828,569
Government Recapitalization Bonds					
Available for sale	5,396,026	-	-	-	5,396,026
Held to maturity	3,600,000	-	-	-	3,600,000
Securities purchased					
under agreements to resell	9,383,298	-	-	-	9,383,298
Derivatives receivable	17,818	-	-	-	17,818

(Expressed in millions of Rupiah, unless otherwise stated)

### 37. RISK MANAGEMENT (continued)

### **Credit Risk Management (continued)**

(v) Quality of financial assets (continued):

Decem	her	31	20	111

	Neither Past Due Nor Impaired		Past Due		
	High Grade	Standard Grade	But Not Impaired	Impaired	Total
Assets (continued)					_
Loans					
Micro	89,928,313	-	6,789,794	1,361,323	98,079,430
Retail	116,574,678	42,692	8,089,384	5,786,104	130,492,858
Corporate	44,857,680	6,032,226	3,819,541	2,124,522	56,833,969
Sharia receivables and financing	8,615,581	23,638	216,663	252,833	9,108,715
Acceptances receivable Investment in associated	1,692,176	-	-	-	1,692,176
entities*)	1,944	-	-	-	1,944
Other assets**)	1,128,481		<u>-</u>	<u> </u>	1,128,481
	432,113,889	6,098,556	18,915,382	9,524,782	466,652,609

#### December 31, 2010

	Neither Past Due Nor Impaired		Past Due But Not		
	High Grade	Standard Grade	Impaired	Impaired	Total
<u>Assets</u>					
Current accounts with Bank Indonesia	19,989,683	-	-	-	19,989,683
Current accounts with other banks Placements with Bank Indonesia	5,658,116	-	-	-	5,658,116
and other banks Securities	83,272,390	-	-	-	83,272,390
Fair value through profit or loss	203,144	-	-	-	203,144
Available for sale	13,072,295	-	-	-	13,072,295
Held to maturity	9,240,734	-	-	-	9,240,734
Export bills	741,757	-	-	-	741,757
Government Recapitalization Bonds					
Available for sale	6,026,463	-	-	-	6,026,463
Held to maturity	7,600,000	-	-	-	7,600,000
Securities purchased					
under agreements to resell	501,381	-	-	-	501,381
Derivatives receivable	87,870	-	-	-	87,870
Loans					
Micro	75,780,322	-	4,869,197	1,182,650	81,832,169
Retail	108,011,696	101,245	6,036,103	5,891,002	120,040,046
Corporate	35,878,180	5,676,098	642,610	2,895,135	45,092,023
Sharia receivables and financing	5,169,067	-	180,244	175,657	5,524,968
Acceptances receivable	666,878	-	-	-	666,878
Investment in associated					
entities*)	1,646	-	-	-	1,646
Other assets**)	1,295,744		<del>-</del> -	<u> </u>	1,295,744
	373,197,366	5,777,343	11,728,154	10,144,444	400,847,307
=					

<sup>\*)</sup> Investment in associated entities with no significant influence.
\*\*) Other assets consist of interest receivables and other receivables, including other receivables based on Sharia principles.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 37. RISK MANAGEMENT (continued)

#### **Credit Risk Management (continued)**

(vi) The following tables show the aging analysis of loans, Sharia receivables and financing which are past due but not impaired.

			December 31, 2012		
	≤ 30 days	> 30 - 60 days	> 60 – 90 days	> 90 days	Total
Loans	-				
Micro	201,957	53,068	7,741,231	-	7,996,256
Retail	739,385	252,277	7,724,554	-	8,716,216
Corporate Sharia receivables and financing	191,418	192,769 38,107	612,359 35,405	-	805,128 264,930
	1,132,760	536,221	16,113,549	-	17,782,530
			December 31, 2011		
	≤ 30 days	> 30 - 60 days	> 60 – 90 days	> 90 days	Total
Loans					
Micro	178,253	43,055	6,568,486	-	6,789,794
Retail	807,011	269,161	7,013,212	-	8,089,384
Corporate	36,935	622,919	3,159,687	-	3,819,541
Sharia receivables and financing	160,587	29,203	26,873	-	216,663
	1,182,786	964,338	16,768,258		18,915,382
			December 31, 2010		
	≤ 30 days	> 30 - 60 days	> 60 – 90 days	> 90 days	Total
Loans					
Micro	174,516	44,102	4,650,579	_	4,869,197
Retail	504,474	165,023	5,366,606	-	6,036,103
Corporate	88,699	73,177	480,734	-	642,610
Sharia receivables and financing	121,945	28,727	29,572		180,244
	889,634	311,029	10,527,491	-	11,728,154

#### **Liquidity Risk Management**

BRI manages liquidity risk as an effort to meet every financial liability that has been agreed upon in a timely manner and in order to maintain adequate and optimal liquidity level. In order to support liquidity management, BRI has determined liquidity risk management policy (according to Decision Letter of BRI No. 560-DIR/DMR/09/2010) which covers liquidity management, liquidity allowance maintenance, funding strategy determination, early warning system, measurement and determination of liquidity risk limit including high quality liquid asset and emergency funding plan (contingency plan).

The purpose of this policy is to ensure daily fund adequacy in meeting its obligations during normal or crisis condition in a timely manner from various available source of fund, including ensuring the availability of high quality liquid asset.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 37. RISK MANAGEMENT (continued)

#### **Liquidity Risk Management (continued)**

### Asset and Liability Analysis According to Contractual Maturity

Future potential liquidity risk encountered by BRI is measured through Liquidity Gap Analysis, which is the projection of the excess/shortage of liquidity based on the maturity of assets and liabilities, after taking into account the business expansion needs. This information is also used as a consideration in planning and managing liquidity, including business expansion need. With the implementation of effective liquidity risk management, it is expected that liquidity risk can be minimized as well as enhancing the overall banking system stability.

The tables below represent information about the mapping of financial assets and liabilities within a certain time scale (maturity buckets) based on their remaining maturity as of December 31, 2012, 2011 and 2010:

2012						
Description	Total	Up to 1 month	More than 1 month up to 3 months	More than 3 months up to 1 year	More than 1 year	Others without maturity
<u>Assets</u>						
Cash	13,895,464	-	-	-	-	13,895,464
Current accounts with Bank Indonesia	40 EQ4 106					40 504 406
Current accounts with	42,524,126	-	-	-	-	42,524,126
other banks	4,842,146	_	_	_	_	4,842,146
Allowance for	4,042,140					4,042,140
impairment losses	(171)	_	-	_	_	(171)
Placement with Bank Indonesia and other	(,					()
Banks	66,242,928	30,392,467	21,683,223	14,167,238	-	-
Securities	41,137,640	13,951,375	1,677,741	11,803,551	13,704,973	-
Allowance for						
impairment losses	(760)				-	(760)
Export bills	5,934,772	777,846	800,732	4,356,194	-	-
Government Recapitalization						
Bonds	4,315,616	715,616	-	-	3,600,000	-
Securities purchased under agreement						
to resell	9,550,521	1,184,577	7,754,568	611,376	_	_
Derivatives receivable	28,850	1,104,577	1,417	011,570	27,433	_
Loans	20,000		1,417		21,400	
Micro	115.494.852	1.114.126	2.125.242	15,374,321	96,881,163	-
Retail	146,373,726	12,098,999	9,676,910	38,730,298	85,867,519	-
Corporate	88,889,684	12,620,508	12,110,915	12,457,784	51,700,477	-
Allowance for						
impairment losses	(14,677,220)	-	-	-	-	(14,677,220)
Sharia receivables and						
financing	11,248,281	357,787	684,964	1,297,635	8,907,895	-
Allowance for	(227.045)					(007.045)
impairment losses	(237,645)	573,963	1,955,525	2,256,633	-	(237,645)
Acceptances receivable Investment in associated	4,786,121	573,963	1,955,525	2,250,055	-	-
entities*)	1.944	_	_	_	1.944	_
Allowance for	1,5-1-1				1,074	
impairment losses	(536)	-	-	-	-	(536)
Other assets**)	625,355	191,772	125,701	307,882	-	-
Total Assets	540,975,694	73,979,036	58,596,938	101,362,912	260,691,404	46,345,404

(Expressed in millions of Rupiah, unless otherwise stated)

### 37. RISK MANAGEMENT (continued)

### **Liquidity Risk Management (continued)**

Asset and Liability Analysis According to Contractual Maturity (continued)

Description	Total	Up to 1 month	More than 1 month up to 3 months	More than 3 months up to 1 year	More than 1 year	Others without maturity
Liabilities				<del></del>		
Liabilities due immediately Deposits from customers	4,911,852	-	-	-	-	4,911,852
Demand deposits Wadiah demand	79,403,214	-	-	-	-	79,403,214
deposits	671,800	-	-	-	-	671,800
Saving deposits Wadiah saving	182,481,686	-	-	-	-	182,481,686
deposits	1,688,478	-	-	-	-	1,688,478
Mudharabah saving						
deposits	195,285	-	-	-	-	195,285
Time deposits	177,267,237	100,685,908	24,474,150	51,795,644	311,535	-
Mudharabah time						
deposits	8,458,683	6,426,477	1,850,612	179,246	2,348	-
Deposits from other						
Banks and financial						
Institutions Securities sold under agreement to	2,778,618	2,419,285	11,250	348,083	-	-
repurchase	-	-	-	-	-	-
Derivatives payable	152,193	3,403	1,525	-	147,265	-
Acceptances payable	4,786,121	573,963	1,955,525	2,256,633	-	-
Fund borrowings	10,888,755	1,692,127	3,597,440	5,477,598	121,590	-
Other liabilities***)	627,052	471,169	81,448	68,956	5,479	-
Subordinated loans	2,116,562	232		21,093	2,095,237	
Total Liabilities	476,427,536	112,272,564	31,971,950	60,147,253	2,683,454	269,352,315
Maturity gap	64,548,158	(38,293,528)	26,624,988	41,215,659	258,007,950	(223,006,911)

Description	Total	Up to 1 month	More than 1 month up to 3 months	More than 3 months up to 1 year	More than 1 year	Others without maturity
Assets						
Cash Current accounts with	10,525,973	-	-	-	-	10,525,973
Bank Indonesia Current accounts with	33,040,418	-	-	-	-	33,040,418
other banks	5,533,225	-	-	-	-	5,533,225
Allowance for impairment losses Placements with Bank Indonesia and other	(61)	-	-	-	-	(61)
Banks Allowance for	73,596,656	57,405,430	12,391,514	3,799,712	-	-
impairment losses	(300)	-	-	-	-	(300)
Securities Allowance for	33,919,026	16,868,105	999,960	4,169,974	11,880,987	-
impairment losses	(1,510)	-	-	-	-	(1,510)
Export bills Government Recapitalization	4,828,569	572,438	816,080	3,440,051	-	-
Bonds	8,996,026	5,396,026	-	-	3,600,000	-

(Expressed in millions of Rupiah, unless otherwise stated)

### 37. RISK MANAGEMENT (continued)

### **Liquidity Risk Management (continued)**

Asset and Liability Analysis According to Contractual Maturity (continued)

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Description	Total	Up to 1 month	More than 1 month up to 3 months	More than 3 months up to 1 year	More than 1 year	Others without maturity
Assets (continued)						
Securities repurchased						
under agreement						
to resell	9,383,298	7,364,677	2,018,621	-	-	-
Derivatives receivable	17,818	-	75	-	17,743	-
_oans						
Micro	98,079,430	955,533	1,808,735	13,732,939	81,582,223	-
Retail	130,492,858	12,011,714	8,551,223	34,139,757	75,790,164	-
Corporate	56,833,969	7,608,545	7,085,987	9,125,559	33,013,878	-
Allowance for	,,	,,-	,,-	-, -,	,	
impairment losses	(15,951,531)	_	_	-		(15,951,531)
Sharia receivables and	(,,					(,)
financing	9,108,715	736,288	874,494	1,224,184	6,273,749	_
Allowance for	3,100,713	700,200	014,404	1,224,104	0,270,740	
impairment losses	(138,441)	_	_	_	_	(138,441)
Acceptances receivable	1,692,176	428,580	739.413	524,183	_	(130,441)
Allowance for	1,032,170	420,300	755,415	324,103	=	=
impairment losses						
•	-	-	-	-	-	-
Investment in associated	4.044				4.044	
entities*)	1,944	-	-	-	1,944	-
Allowance for	(500)					(500)
impairment losses	(536)	450.000	-	-	-	(536)
Other assets**)	1,128,481	450,920	391,107	286,454		
Total Assets	461,086,203	109,798,256	35,677,209	70,442,813	212,160,688	33,007,237
Liabilities Liabilities due immediately Deposits from customers	3,961,640	-	-	-	-	3,961,640
Demand deposits	76,262,900	-	-	-	-	76,262,900
Wadiah demand						
deposits	515,829	-		-	-	515,829
Saving deposits	152,643,459	-	-	-	-	152,643,459
Wadiah saving	- ,,					- ,,
deposits	1,386,724	_	_	_	_	1,386,724
Mudharabah saving	1,000,121					1,000,121
deposits	102,790	_	_	_	_	102,790
Time deposits	146,006,981	87,109,847	20,911,673	37,738,855	246,606	102,700
Mudharabah time	1 10,000,001	07,100,017	20,011,070	01,100,000	210,000	
deposits	7,345,662	5,870,410	1,317,236	157,991	25	_
Deposits from other	7,343,002	3,070,410	1,517,250	157,331	25	_
Banks and financial						
Institutions	4,024,163	3,909,497	_	114,666	_	_
Securities sold under	4,024,103	3,909,497	-	114,000	-	-
agreements to						
	100 601	102,681				
repurchase	102,681		•	-	470.004	-
Derivatives payable	173,536	455	700 440	504.400	173,081	-
Acceptances payable	1,692,176	428,580	739,413	524,183	40.000	-
Fund borrowings	13,097,916	-	2,281,075	10,770,481	46,360	-
Other liabilities***)	618,051	485,119	55,871	72,190	4,871	-
Subordinated loans	2,136,288	232	-	21,093	2,114,963	-
Total Liabilities	410,070,796	97,906,821	25,305,268	49,399,459	2,585,906	234,873,342
– Maturity gap	51,015,407	11,891,435	10,371,941	21,043,354	209,574,782	(201,866,105)
=						

(Expressed in millions of Rupiah, unless otherwise stated)

### 37. RISK MANAGEMENT (continued)

### **Liquidity Risk Management (continued)**

Asset and Liability Analysis According to Contractual Maturity (continued)

Description	Total	Up to 1 month	More than 1 month up to 3 months	More than 3 months up to 1 year	More than 1 year	Others without maturity
Description	Total	1 month	3 months	ı year	- year	maturity
<u>Assets</u> Cash	0.075.740					9,975,712
Current accounts with	9,975,712	-	-	-	-	9,975,712
Bank Indonesia	19,989,683	-	_	_	-	19,989,683
Current accounts with						
other banks	5,658,116	-	-	-	-	5,658,116
Allowance for	(00)					(02)
impairment losses Placements with Bank	(63)	-	-	-	-	(63)
Indonesia and other						
banks	83,272,390	74,157,075	8,901,750	213,565	-	-
Allowance for		, ,		,		
impairment losses	(250)	-	-	-	-	(250)
Securities	22,516,173	14,535,344	-	575,178	7,405,651	-
Allowance for	(4.540)					(4.540)
impairment losses Export bills	(1,510)	490.024	210 257	43,466	-	(1,510)
Allowance for	741,757	480,034	218,257	43,400	-	-
impairment losses	(7,418)	-	-	_	_	(7,418)
Goverment	(1,110)					(1,110)
Recapitalization						
Bonds	13,626,463	6,026,463	4,000,000	-	3,600,000	-
Securities purchased						
under agreement						
to resell	501,381	501,381	-	70.054	-	-
Derivatives receivable Loans	87,870	9,216	-	78,654	-	-
Micro	81,832,169	847,955	1,808,422	12,596,822	66,578,970	_
Retail	120,040,046	10,279,420	8,550,965	30,053,517	71,156,144	_
Corporate	45,092,023	2,215,219	7,627,029	4,556,290	30,693,485	-
Allowance for						
impairment losses	(13,991,454)	-	-	-	-	(13,991,454)
Sharia receivables and						
financing	5,524,968	220,301	365,470	790,294	4,148,903	-
Allowance for impairment losses	(111,376)	_	_	_	_	(111,376)
Acceptances receivable	666,878	269,598	294,132	103,148	-	(111,370)
Allowance for	000,070	203,550	204,102	100,140		
impairment losses	(6,669)	-	-	-	-	(6,669)
Investment in associated						
entities*)	1,646	-	-	-	1,646	-
Allowance for	(5.47)					(5.47)
impairment losses	(547)	- 024 260	244 424	- 26.051	-	(547)
Other assets**)	1,295,744	924,369	344,424	26,951		
Total Assets	396,703,732	110,466,375	32,110,449	49,037,885	183,584,799	21,504,224
Liabilities						
Liabilities due immediately	4,123,639	_	_	_	_	4,123,639
Deposits from customers	4,120,000					4,120,000
Demand deposits	77,048,697	-	-	-	-	77,048,697
Wadiah demand						
deposits	315,779	-	-	-	-	315,779
Saving deposits	125,197,518	-	-	-	-	125,197,518
Wadiah saving	700 007					700.007
deposits	738,227	-	-	-	-	738,227
Mudharabah saving deposits	54,005	_	_	-	_	54,005
Time deposits	126,309,586	77,702,831	13,673,339	34,749,260	184,156	J-1,005
o doposito	0,000,000	11,102,001	10,010,000	01,710,200	101,100	

(Expressed in millions of Rupiah, unless otherwise stated)

#### 37. RISK MANAGEMENT (continued)

#### **Liquidity Risk Management (continued)**

Asset and Liability Analysis According to Contractual Maturity (continued)

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Description	Total	Up to 1 month	More than 1 month up to 3 months	More than 3 months up to 1 year	More than 1 year	Others without maturity
Liabilities (continued)						
Deposits from customers						
(continued)						
Mudharabah time						
deposits	3,988,585	3,602,452	301,152	84,981	-	-
Deposits from other						
Banks and financial						
institutions	5,160,315	5,160,199	116	-	-	-
Securities sold under						
agreements to						
repurchase	526,365	102,752	-	423,613	-	-
Derivatives payable	81,801	3,674	-	5,839	72,288	-
Acceptances payable	666,878	269,598	294,132	103,148	-	-
Fund borrowings	9,454,545	695,397	4,684,842	3,766,126	308,180	-
Other liabilities***)	603,789	456,479	44,160	93,522	9,628	-
Subordinated loans	2,156,181	232		21,093	2,134,856	
Total Liabilities	356,425,910	87,993,614	18,997,741	39,247,582	2,709,108	207,477,865
Maturity gap	40,277,822	22,472,761	13,112,708	9,790,303	180,875,691	(185,973,641)

#### Market Risk Management

Market risk is loss risk which arises due to the movements of market factors which consist of interest rates and exchange rates that are against the position held by BRI, on the statements of financial position (on) or administrative accounts (off). The positions are those in the trading book and banking book.

BRI has implemented treasury and market risk application system (GUAVA), an integrated system used by the front, middle and back office function. Through the application, it is possible to measure the market risk by using an internal model approach (Value-at-Risk) which is integrated with the daily process transaction. Besides monitoring instrument risk exposure, it also covers market risk monitoring limit and transaction limit such as Dealer Transaction Nominal Limit, Cut Loss Limit, Stop Loss Limit and Value-at-Risk (VaR) limit. Monitoring is conducted daily to accelerate the availability of updated information to support timely decision, especially for instruments classified into trading.

### 1. Value-at-Risk (VaR): Purpose and Limitation of the Method

BRI uses internal model approach to measure VaR potential loss due to changes in the market price of trading portfolio based on historical data. VaR potential loss from market risk is measured by using assumption of changes in risk factor according to normal distribution pattern. BRI uses Var to measure exchange rate for trading and banking book position as well as measuring interest rate risk for trading book position.

Investment in associated entities with no significant influence.

Other assets consist of interest receivables and other receivables, including other receivables based on Sharia principles.

<sup>\*\*\*)</sup> Other liabilities consist of interest payables and guarantee deposits.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 37. RISK MANAGEMENT (continued)

#### Market Risk Management (continued)

#### 2. Value-at-Risk (VaR) Assumption

VaR potential loss is measured based on estimated value by using 99% confidence level and unchanged market risk position in 1 (one) day (holding period), which means that the potential loss which might exceed VaR value in normal market condition, in average, may occur once every one hundred days. The method used in VaR is Delta Gamma.

The following table presents information on VaR value starting from January 1, 2012 until December 31, 2012. BRI has no trading portofolio as at December 31, 2012.

	Exchange Rate*)	Interest Rate
Daily Average	22,738.54	6,331.72
Highest	37,003.37	26,493.55
Lowest	8,953.73	-

<sup>\*)</sup> Including trading and banking book.

#### 3. Back Testing

The purpose of back testing is to ensure that the result of internal model measurement for interest risk and exchange rate risk is valid. When performing back testing, BRI compares between hypothetical statement of comprehensive income and estimated result of daily VaR measurement.

Based on back testing procedures for exchange rate risk and interest risk, the actual loss for the whole year result is already consistent with VaR forecast model. The result of the back testing is reported once every three months to the Risk Management Committee (RMC).

#### 4. Market Risk Outside Trading Book

#### (a) Interest Rate Risk

Financial instrument with interest rate basis possesses risk due to potential change in interest rate which affects future cash flow.

The management is responsible in determining, maintaining and controlling interest rate by weighing bank's risk appetite and financial performance achievement target. Review of interest rate determination is performed at least once in a month during Asset and Liability Committee (ALCO) forum.

The following table presents information on the annual interest rate range for financial asset and liability position for the years ended December 31, 2012, 2011 and 2010:

	December 31, 2012		Decembe	December 31, 2011		December 31, 2010	
	Rupiah (%)	Foreign Currencies (%)	Rupiah (%)	Foreign Currencies (%)	Rupiah (%)	Foreign Currencies (%)	
ASSETS							
Placements with Bank Indonesia							
and other banks	3.75 - 7.50	0.12 - 0.95	4.50 - 7.25	0.13 - 1.06	5.50 - 7.75	0.11 - 2.08	
Securities	4.45 - 13.50	1.41 - 8.00	6.25 - 13.50	1.35 - 8.00	6.37 - 13.50	1.35 - 8.00	
Loans	4.50 - 22.32	3.10 - 9.50	5.00 - 24.00	3.70 - 9.50	5.50 - 24.00	3.75 - 9.50	
Govenrment Recapitalization Bonds							
Fix interest rate	13.15 - 13.18	-	13.15 - 13.18	-	13.15 - 13.40	-	
Floating interest rate	6.37 - 6.64	-	3.75 - 5.19	-	1.69 - 4.05	-	

Years Ended December 31, 2012, 2011 and 2010

(Expressed in millions of Rupiah, unless otherwise stated)

### 37. RISK MANAGEMENT (continued)

**Market Risk Management (continued)** 

#### 4. Market Risk Outside Trading Book (continued)

#### (a) Interest Rate Risk (continued)

	Decembe	December 31, 2012		December 31, 2011		December 31, 2010	
	Rupiah (%)	Foreign Currencies (%)	Rupiah (%)	Foreign Currencies (%)	Rupiah (%)	Foreign Currencies (%)	
LIABILITIES  Deposits from customers  Deposits from other banks and	0.00 - 6.00	0.00 - 1.50	0.00 - 6.00	0.00 - 1.00	0.00 - 7.00	0.00 - 1.50	
other financial institutions Fund borrowings Subordinated loans	0.00 - 6.50 3.75 - 8.25 0.00 - 10.95	0.00 - 2.35	0.00 - 7.25 3.75 - 8.25 0.00 - 10.95	0.00 - 2.30	0.00 - 8.00 3.75 - 7.00 0.00 - 10.95	0.00 - 2.50	

The following table presents the sensitivity towards possible change in interest rate for banking book, with the remaining variable being constant, towards BRI's statement of comprehensive income.

Changes in Percentage	Impact on Comprehensive Income
+/- 1%	-/ <b>+</b> 351,829
+/- 3	-/+ 1,055,488
+/- 5	-/+ 1.759.146

Sensitivity rate is used to analyze probable change of interest rate affecting the banking book portfolio gain and loss. In the above sensitivity analysis, interest rate change assumption basis are 1%, 3% and 5%.

The tables below summarize the financial assets and liabilities exposures to interest rate risk (gross) (unaudited):

	FI	oating interest rate				
Description	Not more than 3 months	More than 3 months but less than 1 year	More than 1 year	Fixed interest rate	Non- interest bearing	Total
Assets						
Cash	-	-	-	-	13,895,464	13,895,464
Current accounts with						
Bank Indonesia	42,524,126	-	-	-	-	42,524,126
Current accounts with						
other banks	4,842,146	-	-	-	-	4,842,146
Placement with Bank						
Indonesia and						
other banks	30,392,467	35,850,461	-	=	-	66,242,928
Securities						
Fair value through						
profit or loss	-	-	-	612,986	-	612,986
Available for sale	-	-	-	13,573,274	-	13,573,274
Held to maturity	-	-	-	26,951,380	-	26,951,380

(Expressed in millions of Rupiah, unless otherwise stated)

### 37. RISK MANAGEMENT (continued)

**Market Risk Management (continued)** 

- 4. Market Risk Outside Trading Book (continued)
  - (a) Interest Rate Risk (continued)

	Fle	oating interest rate				Total
Description	Not more than 3 months	More than 3 months but less than 1 year	More than 1 year	Fixed interest rate	Non- interest bearing	
Assets (continued)						
Export bills Government Recapitalization Bonds	5,934,772	-	-	-	-	5,934,772
Available for sale Held to maturity Securities purchased	715,616 3,600,000	- -	-	-	- -	715,616 3,600,000
under agreement to resell Derivatives receivable Loans	-	-	- 15,479	9,550,521	- 13,371	9,550,521 28,850
Micro Retail Corporate	37,425,952 89,936,969 77,736,864	38,047,782 40,981,306 11,152,820	7,981,898 756,977	32,039,220 14,698,474	- - -	115,494,852 146,373,726 88,889,684
Sharia receivables and financing Acceptances receivable Investment in associated	- 4,786,121	- -		- -	11,248,281 -	11,248,281 4,786,121
entities*) Other assets**)		-	-		1,944 625,355	1,944 625,355
Total Assets	297,895,033	126,032,369	8,754,354	97,425,855	25,784,415	555,892,026
Liabilities						
Liabilities due immediately Deposits from customers	4,911,852	-	-	-	-	4,911,852
Demand deposits Wadiah demand	79,403,214	-	-	-	-	79,403,214
deposits Saving deposits <i>Wadiah</i> saving	182,481,686	-	-	-	671,800 -	671,800 182,481,686
deposits  Mudharabah saving  deposits	-	-	-	-	1,688,478 195,285	1,688,478 195,285
Time deposits  Mudharabah time	125,160,057	51,795,645	311,535	-	· -	177,267,237
deposits Deposits from other banks and other	-	-	-	-	8,458,683	8,458,683
financial institutions Securities sold under agreement to repurchase	-	-	-	2,778,618	-	2,778,618
Derivatives payable	· · - ·	-	-	147,264	4,929	152,193
Acceptances payable Fund borrowings Subordinated loans	4,786,121 - -	10,571,748 -	- -	217,007 2,116,562	100,000	4,786,121 10,888,755 2,116,562
Other liabilities***)		<del>-</del>			627,052	627,052
Total Liabilities	396,742,930	62,367,393	311,535	5,259,451	11,746,227	476,427,536
Interest rate re-pricing GAP between financial assets and						
liabilities	(98,847,897)	63,664,976	8,442,819	92,166,404	14,038,188	79,464,490

(Expressed in millions of Rupiah, unless otherwise stated)

### 37. RISK MANAGEMENT (continued)

**Market Risk Management (continued)** 

- 4. Market Risk Outside Trading Book (continued)
  - (a) Interest Rate Risk (continued)

	Flo	ating interest rate				
Description	Not more than 3 months	More than 3 months but less than 1 year	More than 1 year	Fixed interest rate	Non- interest bearing	Total
Assets				·		
Cash	-	-	-	-	10,525,973	10,525,973
Current accounts with Bank Indonesia	33,040,418	-	-	-	-	33,040,418
Current accounts with other banks	5,533,225	-	-	-	-	5,533,225
Placement with Bank Indonesia and other banks	73,346,039	250,617	-	_	_	73,596,656
Securities Fair value through	,,					,,
profit or loss	=	-	-	563,125	-	563,125
Available for sale Held to maturity	-	-	-	15,416,030 17,939,871	-	15,416,030 17,939,871
Export bills Government Recapitalizati Bonds	4,828,569 ion	-	-	-	-	4,828,569
Available for sale Held to maturity Securities purchased	713,701 3,600,000	-	-	4,682,325	-	5,396,026 3,600,000
under agreement to	-	_	-	9,383,298	_	9,383,298
Derivatives receivable Loans	-	-	17,744	-	74	17,818
Micro Retail Corporate	31,580,160 82,742,877 50,306,040	32,115,622 33,974,345 6,527,929	7,326,828 638,801	27,056,820 13,136,835	- - -	98,079,430 130,492,858 56,833,969
Sharia receivables and financing	-	-	-	-	9,108,715	9,108,715
Acceptances receivable Investment in associated entities*)	1,692,176	-	-	-	- 1,944	1,692,176 1,944
Other assets**)	-	-	-	-	1,128,481	1,128,481
Total Assets	287,383,205	72,868,513	7,983,373	88,178,304	20,765,187	477,178,582
<u>Liabilities</u> Liabilities due						
immediately Deposits from customers	3,961,640	-	-	-	-	3,961,640
Demand deposits Wadiah demand deposits	76,262,900	-	-	-	- 515,829	76,262,900
Saving deposits  Wadiah saving	152,643,459	-	-	- -	515,629	515,829 152,643,459
deposits <i>Mudharabah</i> saving	-	-			1,386,724	1,386,724
deposits Time deposits Mudharabah time	108,021,520	37,738,855	246,606	-	102,790	102,790 146,006,981
deposits Deposits from other	-	-	-	-	7,345,662	7,345,662
banks and other financial institutions Securities sold under	-	-	-	4,024,163	-	4,024,163
agreement to repurchase	-	-	-	102,681	-	102,681

(Expressed in millions of Rupiah, unless otherwise stated)

### 37. RISK MANAGEMENT (continued)

Market Risk Management (continued)

- 4. Market Risk Outside Trading Book (continued)
  - (a) Interest Rate Risk (continued)

2	n	1	1	

	Flo	ating interest rate				
Description	Not more than 3 months	More than 3 months but less than 1 year	More than 1 year	Fixed interest rate	Non- interest bearing	Total
Liabilities						
(continued) Derivatives payable Acceptances payable Fund borrowings Subordinated loans Other liabilities***)	1,692,176 - - -	12,803,449 - -	173,081 - - - -	294,467 2,136,288	455 - - - 618,051	173,536 1,692,176 13,097,916 2,136,288 618,051
Total Liabilities	342,581,695	50,542,304	419,687	6,557,599	9,969,511	410,070,796
Interest rate re-pricing GAP between financial assets and liabilities	(55,198,490)	22,326,209	7,563,686	81,620,705	10,795,676	67,107,786
			2010			
	F	loating interest rate				
Descriptions	Not more than 3 months	More than 3 months but less than 1 year	More than 1 year	Fixed interest rate	Non- interest bearing	Total
Assets	<del></del>					
Cash	-	-	-	-	9,975,712	9,975,712
Current accounts with Bank Indonesia	19,989,683	-	-	-	-	19,989,683
Current accounts with other banks Placements with Bank	5,658,116	-	-	-	-	5,658,116
Indonesia and other banks Securities	82,267,776	1,004,614	-	-	-	83,272,390
Fair value through profit or loss Available for sale	-	<u>-</u>	- 10,398	203,144 13,061,897	- -	203,144 13,072,295
Held to maturity	-	-	3,175,431	6,065,303	-	9,240,734
Export bills Government Recapitalizati Bonds	741,757 ion	-	-	-	-	741,757
Available for sale Held to maturity Securities purchased under agreement to	3,600,000	-	4,000,000	6,026,463	-	6,026,463 7,600,000
resell Derivatives receivable		- -	- 78,654	501,381 -	- 9,216	501,381 87,870
Loans Micro Retail Corporate	26,455,115 77,537,434 39,437,791	26,963,757 30,218,740 5,654,232	5,737,805 - -	22,675,492 12,283,872	- - -	81,832,169 120,040,046 45,092,023
Sharia receivables and financing Acceptances receivable	666,878	-	- -	- -	5,524,968	5,524,968 666,878
Investment in associated entities*) Other assets**)	- -	- -	- -	- -	1,646 1,295,744	1,646 1,295,744

Years Ended December 31, 2012, 2011 and 2010 (Expressed in millions of Rupiah, unless otherwise stated)

### 37. RISK MANAGEMENT (continued)

#### Market Risk Management (continued)

#### 4. Market Risk Outside Trading Book (continued)

### (a) Interest Rate Risk (continued)

2010

	F	loating interest rate				
Descriptions	Not more than 3 months	More than 3 months but less than 1 year	More than 1 year	Fixed interest rate	Non- interest bearing	Total
<u>Liabilities</u> Liabilities due						
immediately	4,123,639	_	-	-	_	4,123,639
Deposits from customers						
Demand deposits Wadiah demand	77,048,697	-	-	-	-	77,048,697
deposits	-	-	-	-	315,779	315,779
Saving deposits	125,197,518	-	-	-	-	125,197,518
Wadiah saving						
deposits	-	-	-	-	738,227	738,227
Mudharabah saving						
deposits	-	-	-	-	54,005	54,005
Time deposits	91,376,070	34,749,360	184,156	-	-	126,309,586
Mudharabah time					0.000.505	0.000.505
deposits Deposits from other	-	-	-	-	3,988,585	3,988,585
Banks and financial						
Institutions	87,941	_	_	5,072,374	_	5,160,315
Securities sold under	07,341			3,012,314		3,100,313
agreement to						
repurchase	_	_	_	526,365	_	526,365
Derivatives payable	-	-	78.128	-	3,673	81,801
Acceptances payable	666,878	-	-	-	-	666,878
Fund borrowings	· -	9,391,615	-	62,930	-	9,454,545
Subordinated loans	-	-	-	2,156,181	-	2,156,181
Other liabilities ***)	<u>-</u>	<del>-</del>			603,789	603,789
Total Liabilities	298,500,743	44,140,975	262,284	7,817,850	5,704,058	356,425,910
Interest rate re-pricing GAP between financial assets and liabities	(42,146,193)	19,700,368	12,740,004	52,999,702	11,103,228	54,397,109

Investment in associated entities with no significant influence.

## (b) Exchange Rate Risk

Exchange rate risk is the risk due to the gap of foreign exchange positions held by BRI which is reflected in BRI's Net Open Position (NOP) both individually and at a consolidated level. Included in the foreign exchange positions are the trading book positions conducted to generate profit from foreign exchange transactions in short-term and banking book position in conducted to control the NOP.

<sup>\*)</sup> Investment in associated of interest receivables and other receivables and other receivables.

\*\*\*) Other liabilities consist of interest payables and guarantee deposits. Other assets consist of interest receivables and other receivables, including other receivables based on Sharia principles.

Years Ended December 31, 2012, 2011 and 2010

(Expressed in millions of Rupiah, unless otherwise stated)

### 37. RISK MANAGEMENT (continued)

#### **Market Risk Management (continued)**

### 4. Market Risk Outside Trading Book (continued)

### (b) Exchange Rate Risk (continued)

The tables below represent NOP (BRI only) as of December 31, 2012, 2011 and 2010 (unaudited), by currency, as follows:

_		2012	
Currencies	Assets	Liabilities	NOP
Statement of financial position			
United States Dollar	69,353,239	69,086,218	267,021
European Euro	1,797,947	1,937,302	(139,355)
Singapore Dollar	296,609	275,679	20,930
Great Britain Pound Sterling	284,626	216,665	67,961
Japanese Yen	203,138	25,577	177,561
Australian Dollar	198,837	7,363	191,474
Others	5,826,878	5,374,018	452,860
		_	1,038,452
Statements of financial position and administrative accounts*)			
United States Dollar	70,558,698	69,954,365	604,333
European Euro	1,797,947	1,937,302	139,355
Singapore Dollar	296,609	275,679	20,930
Great Britain Pound Sterling	284,626	216,665	67,961
Japanese Yen	203,138	25,577	177,561
Australian Dollar	198,837	7,363	191,474
Others	5,826,878	5,374,018	452,860
		_	1,654,474
Capital (Note 47a)			55,133,677
NOP Ratio (Statements of financial	position)	_	1.88 %
NOP Ratio (Overall)		=	3.00 %

	2011				
Currencies	Assets	Liabilities	NOP		
Statements of financial position					
United States Dollar	49,659,148	48,624,590	1,034,558		
European Euro	741,127	506,607	234,520		
Singapore Dollar	250,127	169,986	80,141		
Japanese Yen	242,911	66,802	176,109		
Great Britain Pound Sterling	209,226	79,949	129,277		
Australian Dollar	114,542	5,225	109,317		
Others	4,579,713	4,267,163	312,550		
			2,076,472		

Years Ended December 31, 2012, 2011 and 2010

(Expressed in millions of Rupiah, unless otherwise stated)

### 37. RISK MANAGEMENT (continued)

**Market Risk Management (continued)** 

### 4. Market Risk Outside Trading Book (continued)

### (b) Exchange Rate Risk (continued)

2011				
Assets	Liabilities	NOP		
53,821,245	52,569,067	1,252,178		
741,127	506,607	234,520		
114,542	5,225	109,317		
242,911	66,802	176,109		
250,127	169,986	80,141		
209,226	79,949	129,277		
4,579,713	4,267,163	312,550		
		2,294,092		
		41,815,988		
osition)	_	4.97%		
		5.49%		
	53,821,245 741,127 114,542 242,911 250,127 209,226 4,579,713	Assets         Liabilities           53,821,245         52,569,067           741,127         506,607           114,542         5,225           242,911         66,802           250,127         169,986           209,226         79,949           4,579,713         4,267,163		

Acceto		
Assets	Liabilities	NOP
43,173,174	44,123,264	(950,090)
1,340,027	1,187,084	152,943
454,886	37,286	417,600
160,917	51,274	109,643
136,815	34,366	102,449
61,936	54,273	7,663
390,261	61,847	328,414
		168,622
54 000 005	54.040.000	202 455
, ,	, ,	293,455
, ,	, ,	152,943
,	•	417,600
•	,	109,643
,	,	102,449
- ,	- , -	7,663
390,261	61,847	328,414
		1,412,167
		31,710,589
ition)		0.53%
	<del>=</del>	4.45%
	43,173,174 1,340,027 454,886 160,917 136,815 61,936	43,173,174

<sup>\*)</sup> Total absolute differences between Assets and Liabilities denominated in foreign currencies.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 37. RISK MANAGEMENT (continued)

#### **Market Risk Management (continued)**

#### 5. BRI Agro Sensitivity Analysis

The following tables present sensitivity towards possible change in interest rate and exchange rate of BRI Agro towards statement of comprehensive income with the remaining variables being constant.

#### Interest Rate Risk

Percentage Change	Impact to Statement of Comprehensive Income
+/- 1%	-/+ 3,912
+/- 3	-/+ 11,736
+/- 5	-/+ 19,560

#### Foreign Exchange Risk

Percentage Change	Impact to Statement of Comprehensive Income
+/- 1%	-/+ 41
+/- 3	-/ <del>+</del> 123
+/- 5	-/+ 206

#### **Operational Risk Management**

Operational Risk Management Implementation is carried out based on Bank Indonesia Regulation (PBI) No.11/25/PBI/2009 on Risk Management Implementation for Commercial Bank, which requires risk management implementation to cover pillars on active supervision of the Boards of Commisioners and Directors, policy adequacy, limit determination and procedure, identification process adequacy, measurement, monitoring and risk management as well as risk management information and internal control systems. Operational risk exposure management includes management of legal, reputational, compliance and strategic risk exposure in every business process and operational activities.

Each of BRI operational working unit acts as the first line of defense and is responsible for the implementation of risk management process through internal control system in business and operational activities in each working unit. The risk management process of operational working unit begins from phase of identification, measurement, monitoring until risk management. The Board of Directors determined Risk Management Function in every working unit starting from Head Office level (Division/Desk), Regional Office, Special Branch Office, including Branch Office which covers operational, marketing and micro business.

The existing Operational Risk Management in the Head Office as well as Regional Office have performed activities intended to prevent event of risk based on the determined structure of operational risk management. Operational Risk Management as the second line of defense is responsible in developing and implementing policy/procedure and methodology, monitoring, reviewing and controlling operational risk management process as well as composing and monitoring BRI's operational risk profile, both in corporate and regional level, assessing the risk management adequacy of a new product or activity, and supporting operational working unit/risk owner in developing risk awareness culture and compliance towards risk management principles including developing and coordinating Anti-Fraud strategy implementation. Monitoring and validation of the performed and adequacy of Operational Risk Management process is conducted by the Head Office Audit.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 37. RISK MANAGEMENT (continued)

#### **Operational Risk Management (continued)**

#### 1. Risk Control and Self Assessment (RCSA)

The main tool of operational risk management consists of Risk and Control Self Assessment (RCSA), Key Risk Indicator (KRI) and Incident Management (IM). The tool is completed with Risk Management Forum and maturity assessments to improve documentation quality in risk management performance in working unit. Determination of operational risk management tools are supported with Operational Risk Assessor (OPRA).

RCSA assesses operational risk and other risks qualitatively and predictively by using impact dimension as well as probability of an event. The results of RCSA are identification and detection of operational risk sources including bank internal control adequacy to avoid deviation/failure. RCSA has already been implemented in BRI working unit which covers Head Office Division/Desk, Regional Office, Special Branch Office and Branch Office including Sub-Branch Office, Unit Terrace, as well as Priority Service Centre. Policy on RCSA is stipulated through BRI Circular Letter No. S.25-DIR/DMR/12/2012.

The main risk issue is assessed, identified an updated by considering business development such as product implementation and or new activity, change in competition condition, new market segment, change in internal/external policy, as well as other changes which affect BRI risk exposure. Working unit performs RCSA assessment by considering loss event data in Incident Management (IM)/Loss Event Database (LED), Key Risk Indicator (KRI) and Audit Result (LHA) of the working unit. RCSA evaluation is performed quarterly, however, the frequency will be increased in time of significant increase in risk exposure.

#### 2. Incident Management (IM) and Loss Event Database (LED)

Recording of operational loss event in BRI business activity is Loss Event Database (LED), performed in Incident Management (IM). This tool is developed to document data of financial and non financial loss, covering actual loss, potential loss and near misses, as well as chronological recording of loss incident since occurrence up to declaration of settlement, including improvement measure and incident handling conducted. Policy on Incident Management is stipulated through BRI Circular Letter No. S.43-DIR/DMR/11/2007.

Based on the loss event data in IM module, loss event analysis can be performed based on the classification of cause, functional activity, type of event and business line. Data of every operational loss is a result of documentation based on guideline and procedure for incident, handling of financial and non financial loss, including litigation process development. Consequently, the information is used to compose and complete operational risk control policy and procedure.

Operational loss data of BRI, documented since the year 2007 are composed consistently and systematically in the form of loss database matrix classified into 8 (eight) business lines and 7 (seven) types/categories of event based on event frequency dimension and severity/loss. LED has been used in simulation of capital charges calculation of operational risk by using Advanced Measurement Approach (AMA) method, as well as Extreme Value Theory (EVT) or Loss Distribution Approach (LDA).

(Expressed in millions of Rupiah, unless otherwise stated)

#### 37. RISK MANAGEMENT (continued)

#### **Operational Risk Management (continued)**

#### 3. Key Risk Indicators (KRI)

KRI is a continuation of the implementation of the RCSA process, especially for key risks are predicted to have a moderate or high risk level. KRI is a tool to detect risk trends both leading to loss events that have not happened and that is historical. In addition, KRI is also used as an input for setting the anticipation preventing a worse risk events or remedial action control over key risks are monitored. KRI policy arranged through BRI Circular Letter No. S.24-DIR/DMR/08/2012.

Main risk indicators for all types of embedded risks in the business activity of a working unit is monitored through management reporting system. Reporting is composed according to the need of related internal working unit and existing regulation. Every risk indicator has threshold or limit risk which portrays the acceptable condition and risk (risk appetite) of the management. Bankwide risk profile report and Regional risk profile are reported monthly to the management, among others main risk indicators which are monitored on a routine basis by BRI management and regulatory party.

#### 4. Risk Management Forum (RM Forum)

RM Forum is an operational risk management tool containing documentation on minutes of meeting among heads of working units with the lower officials, employees and staffs to discuss issue and risk embedded in the daily business or operational activity that might hinder in accomplishing the determined business target or performance. Information on the minutes of meeting that are documented in the RM Forum portray the risk management process performed in each working unit and is one of the sources used to update risk issue in RCSA of each working unit. RM Forum policy is stipulated through BRI Circular Letter No. S.25-DIR/DMR/08/2007.

### 5. Maturity

Maturity is a self assessment process on the establishment level of risk management implementation in each of BRI working unit. Maturity assessment is performed at every year end by each of working unit head by using certain parameters. By performing maturity assessment, it is expected that each working unit will be able to evaluate the risk management implementation performed, in order to compose future improvement plan. Maturity policy is stipulated through BRI Circular Letter No. S.12-DIR/DMR/04/2009.

#### 6. Business Continuity Management (BCM)

The main objective of BCM is to maintain the continuance of critical business and operational activities in order for BRI to be able to keep serving customers despite of disastrous condition. Hence, BCM is a procedure designed to protect BRI's asset as well as providing sufficient respond in times of disruption or disaster. BCM policy is stipulated through BRI Circular Letter No. S.02-DIR/DMR/01/2009.

The BCM covers Emergency Respond Plan as a procedure to protect the security and safety of employees, customers and stakeholders in the working unit and Business Continuity Plan as a procedure to quickly recover critical operational and business process in times of disaster declaration by the management. BCM implementation covers all working units, among others through Crisis Management Team, Call Tree arrangement and alternate sites determination. BCM pilot project is prioritized for working units in disaster areas.

One of the scopes of BCM is IT readiness in fronting disruption or disaster. In relation, during the second quarter of year 2012, Disaster Recovery Center (DRC) trial was performed in executing BRInets core banking system to support operational working units for several days, including weekend banking service.

Years Ended December 31, 2012, 2011 and 2010 (Expressed in millions of Rupiah, unless otherwise stated)

#### 37. RISK MANAGEMENT (continued)

**Operational Risk Management (continued)** 

#### 6. Business Continuity Management (BCM) (continued)

Readiness of the organization in ensuring well execution of BCM procedures has been tested during events of disaster in several working units. Availability of E-Buzz car and Mobile Terrace Bank (Teras Keliling) located throughout all working units are utilized to support operational recovery process for working units in disaster areas as it can be used as alternate site.

### 7. Anti-Fraud Strategy Policy

Determination and implementation of Anti-Fraud Strategy as part of Risk Management implementation to prevent and manage fraud incident in BRI. Anti-Fraud Strategy covers 4 (four) pillars according to the requirements of Bank Indonesia, which are a) prevention, b) detection, c) investigation, reporting and sanction as well as d) evaluation, monitoring and follow-up. Besides that, statement of "zero-tolerance" towards every fraud incident was declared by the Board of Directors and Commissioners. Anti-Fraud commitment is performed by every BRI's employee as a form of awareness in fraud prevention. Anti-Fraud Strategy policy is stipulated through BRI Circular Letter No.S.106-DIR/DMR/05/2012.

#### 38. FAIR VALUE OF FINANCIAL ASSETS AND LIABILITIES

The table below presents the comparison of the carrying values and fair values of financial assets and liabilities. The fair values disclosed below are based on relevant information available as of December 31, 2012, 2011 and 2010 and are not updated to reflect changes in market conditions which have occurred subsequently.

	December 31, 2012		December 31, 2011		December 31, 2010	
	Carrying Value	Fair Value	Carrying Value	Fair Value	Carrying Value	Fair Value
ASSETS						
Cash	13,895,464	13,895,464	10,525,973	10,525,973	9,975,712	9,975,712
Current accounts with Bank Indonesia	42,524,126	42,524,126	33,040,418	33,040,418	19,989,683	19,989,683
Current accounts with other banks	4,841,975	4,841,975	5,533,164	5,533,164	5,658,053	5,658,053
Placements with Bank Indonesia						
and other banks	66,242,928	66,242,928	73,596,356	73,596,356	83,272,140	83,272,140
Securities						
Fair value through profit or loss	612,986	612,986	563,125	563,125	203,144	203,144
Available for sale	13,573,274	13,573,274	15,416,030	15,416,030	13,072,295	13,072,295
Held to maturity	26,950,620	27,545,258	17,938,361	19,033,550	9,239,224	9,217,203
Export bills	5,934,772	5,934,772	4,828,569	4,828,569	734,339	734,339
Government Recapitalization Bonds						
Available for sale	715,616	715.616	5.396.026	5.396.026	6.026.463	6,026,463
Held to maturity	3,600,000	3.576.735	3,600,000	3,570,754	7.600.000	7,685,074
Securities purchased under agreements	, ,		, ,		, ,	
to resell	9,550,521	9,550,521	9,383,298	9,383,298	501,381	501,381
Derivatives receivable	28,850	28,850	17,818	17,818	87,870	87,870
Loans, Sharia receivables and	,	•	•	,	•	,
financing	347.091.678	347,091,678	278,425,000	278,425,000	238,386,376	238,386,376
Acceptances receivable	4,786,121	4,786,121	1,692,176	1,692,176	660,209	660,209
Investment in associated	, ,				•	,
entities*)	1.408	1.408	1,408	1,408	1.099	1,099
Other assets **)	625,355	625,355	1,128,481	1,128,481	1,295,744	1,295,744
,			.,,	-,,,,,		
	540,975,694	541,547,067	461,086,203	462,152,146	396,703,732	396,766,785

<sup>\*)</sup> Investment in associated entities with no significant influence.

<sup>&#</sup>x27;t) Other assets consist of interest receivables and other receivables, including other receivables based on Sharia principles.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 38. FAIR VALUE OF FINANCIAL ASSETS AND LIABILITIES (continued)

	December 31, 2012		December 31, 2011		December 31, 2010	
	Carrying Value	Fair Value	Carrying Value	Fair Value	Carrying Value	Fair Value
<u>LIABILITIES</u>						
Liabilities due immediately	4,911,852	4,911,852	3,961,640	3,961,640	4,123,639	4,123,639
Deposits from customers						
Demand deposits	80,075,014	80,075,014	76,778,729	76,778,729	77,364,476	77,364,476
Saving deposits	184,365,449	184,365,449	154,132,973	154,132,973	125,989,750	125,989,750
Time deposits	185,725,920	185,725,920	153,352,643	153,352,643	130,298,171	130,298,171
Deposits from banks and other financial institutions						
Demand deposits	111.059	111.059	82,557	82.557	80.431	80,431
Saving deposits	3.983	3.983	22.997	22.997	7,510	7,510
Time deposits and deposits on call	1,349,493	1,349,493	3,442,593	3,442,593	4,066,774	4,066,774
Inter-bank call money			476,016		1,005,600	1,005,600
Securities sold under agreements	1,314,083	1,314,083	470,010	476,016	1,005,600	1,005,600
			102,681	102,681	526,365	526,365
to repurchase	450 400	450 400				
Derivatives payable	152,193	152,193	173,536	173,536	81,801	81,801
Acceptances payable	4,786,121	4,786,121	1,692,176	1,692,176	666,878	666,878
Fund borrowings	10,888,755	10,888,755	13,097,916	13,097,916	9,454,545	9,454,545
Other liabilities ***)	627,052	627,052	618,051	618,051	603,789	603,789
Subordinated loan	2,116,562	2,116,562	2,136,288	2,136,288	2,156,181	2,156,181
	476,427,536	476,427,536	410,070,796	410,070,796	356,425,910	356,425,910

<sup>\*\*\*)</sup> Other liabilities consist of interest payables and guarantee deposits.

Methods and assumptions used to estimate fair value are as follows:

a) The fair values of certain financial assets and liabilities, except for securities and Government Recapitalization Bonds classified as held to maturity, loans, derivatives receivable and payable, fund borrowings and subordinated loans, approximate their carrying values due to their short-term maturities.

The estimated fair values of certain financial assets are determined based on discounted cash flows using money market interest rates for instruments with similar credit risk and remaining maturities.

The estimated fair values of certain financial obligations which are not quoted in an active market are determined based on discounted cash flows using interest rates of instruments with similar remaining maturities.

b) Securities and Government Recapitalization Bonds

The fair values of securities and Government Recapitalization Bonds classified as held to maturity are determined based on market prices or price quotations of intermediary (broker)/securities dealers. If the information is not available, fair values are estimated by using quoted market price of securities with credit characteristics, maturity and yield.

#### c) Loans

BRI's loan portfolio generally consists of loans with floating rates and fixed rates. Loans are stated at carrying amount. The fair value of loans is derived based on discounted future cash flows expected to be received by BRI using current market rates.

Carrying value of loans with floating rate and fixed rate is a reasonable estimate of its fair value.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 38. FAIR VALUE OF FINANCIAL ASSETS AND LIABILITIES (continued)

Methods and assumptions used to estimate fair value are as follows (continued):

#### d) Derivatives receivable and payable

The fair values of derivatives instrument valued by valuation techniques using components which can be observed in the market, primarily are interest rate swaps, currency swaps and currency exchange contracts. Most widely used valuation techniques include forward and swap valuation models which use the present value calculation. The models incorporate various components which include the credit quality of the counterparty, spot value and future contracts and interest rate curve.

#### e) Fund borrowings and subordinated loans

Fair value is calculated based on discounted cash flow models by using market rates for the remaining maturity period.

The following table presents financial instruments measured at fair value based on the hierarchy used by BRI to determine and disclose the fair value of financial instruments:

- a. Level 1: quoted from active market price for identical financial asset or liability;
- b. Level 2: involves input other than quoted active market price classified in level 1 which are observable for asset and liability, directly (price) or indirectly (derivative of price);
- c. Level 3: input for asset and liability which are not based on observable market data (unobservable input).

	December 31, 2012		
	Carrying Value	Level 1	Level 2
Financial Assets			
Fair value through profit or loss			
Mutual Fund	10,998	10,998	-
Credit Linked Notes	530,063	-	530,063
Government Bonds	71,925	71,295	-
	612,986	82,293	530,063
Available For Sale			
Certificate of Bank Indonesia	4,043,563	4,043,563	-
Bonds	362,648	362,648	-
Medium Term Notes	48,470	48,470	-
Government Bonds	9,118,593	9,118,593	-
Government Recapitalization Bonds	715,616	715,616	-
	14,288,890	14,288,890	-
	14,901,876	14,371,183	530,063

December 31 2012

Years Ended December 31, 2012, 2011 and 2010

(Expressed in millions of Rupiah, unless otherwise stated)

### 38. FAIR VALUE OF FINANCIAL ASSETS AND LIABILITIES (continued)

### December 31, 2011

	Carrying Value	Level 1	Level 2
Financial Assets			
Fair value through profit or loss			
Mutual Fund	10,479	10,479	-
Credit Linked Notes	498,713	-	498,713
Government Bonds	53,933	53,933	-
	563,125	64,412	498,713
Available For Sale			
Certificate of Bank Indonesia	8,589,317	8,589,317	-
Bonds	291,558	291,558	-
Medium Term Notes	46,022	46,022	-
Government Bonds	6,489,133	6,489,133	-
Government Recapitalization Bonds	5,396,026	5,396,026	-
	20,812,056	20,812,056	-
	21,375,181	20,876,468	498,713

### December 31, 2010

	Carrying Value	Level 1	Level 2
Financial Assets			
Fair value through profit or loss			
Mutual Fund	9,562	9,562	-
Certificate of Bank Indonesia	193,582	193,582	-
	203,144	203,144	-
Available For Sale			
Certificate of Bank Indonesia	8,440,168	8,440,168	-
Bonds	195,883	195,883	-
Medium Term Notes	44,589	44,589	-
Government Bonds	4,391,655	4,391,655	-
Government Recapitalization Bonds	6,026,463	6,026,463	-
	19,098,758	19,098,758	-
	19,301,902	19,301,902	_

(Expressed in millions of Rupiah, unless otherwise stated)

## 39. THE INITIAL IMPLEMENTATION OF SFAS NO. 50 (REVISED 2006) AND SFAS NO. 55 (REVISED 2006)

SFAS No. 50 (Revised 2006), "Financial Instruments: Presentation and Disclosures" and SFAS No. 55 (Revised 2006), "Financial Instruments: Recognition and Measurement", became effective for Financial Statements beginning January 1, 2010 and applied prospectively.

The transitional regulations of the initial implementation of SFAS No. 50 (Revised 2006) and SFAS No. 55 (Revised 2006) are based on Technical Bulletin No. 4 issued by the Indonesian Institute of Accountants (IAI), which provides the following additional guidance:

#### 1. Calculation of Effective Interest Rate

The calculation of effective interest rate for financial instruments measured at amortized cost which were acquired prior to and still have remaining balance as of January 1, 2010 is calculated by referring to the future cash flows that will be generated from the time SFAS No. 55 (Revised 2006) is first implemented up to the maturity of the financial instruments.

#### 2. Derecognition

Financial instruments that have been derecognized prior to January 1, 2010 should not be reevaluated subsequently to determine whether they would meet the derecognition criteria under SFAS No. 55 (Revised 2006).

#### 3. Compound Financial Instruments

Compound financial instruments which existed as of January 1, 2010 should be bifurcated into debt and equity components in accordance with the requirements of paragraph 11 of SFAS No. 50 (Revised 2006). The bifurcation should be based on the nature, condition and requirements relating to those financial instruments as of January 1, 2010.

#### 4. Classification of Financial Instruments as Debt or Equity

BRI should reassess its financial instruments existing as of January 1, 2010, to determine whether they should be classified as a debt or equity instrument in accordance with the requirements of paragraph 11 of SFAS No. 50 (Revised 2006).

#### 5. Impairment of Financial Instruments

As of January 1, 2010, BRI should determine any possible impairment of financial instruments based on conditions existing at that date. Any difference between the impairment resulting from implementation of SFAS No. 55 (Revised 2006) and the impairment calculated based on previous applicable accounting principles is recognized in retained earnings as of January 1, 2010.

For the implementation of the new standards, BRI has identified transition adjustments according to SFAS No. 50 (Revised 2006) and SFAS No. 55 (Revised 2006), PAPI (Revised 2008) and Technical Bulletin No. 4 on the transitional regulations of the aforementioned standards.

Transitional adjustments are mainly due to recalculation of allowance for impairment losses. The difference between the allowance for impairment losses calculated based on the new standard and previous standard is adjusted to the beginning balance of retained earnings at 2010, which was on January 1, 2010. The basis of recalculation of allowance for impairment losses is explained in Note 2f.

Years Ended December 31, 2012, 2011 and 2010 (Expressed in millions of Rupiah, unless otherwise stated)

## 39. THE INITIAL IMPLEMENTATION OF SFAS NO. 50 (REVISED 2006) AND SFAS NO. 55 (REVISED 2006) (continued)

Details of adjustment on transition date are as follows:

	January 1, 2010			
	Before adjustment	Impact of transitional adjustments on the implementation of SFAS No. 50 (Revised 2006) and SFAS No. 55 (Revised 2006)	After adjustment	
Assets-net of allowance				
for impairment losses				
Current accounts with other banks	8,990,275	90,810	9,081,085	
Placements with Bank Indonesia and				
other banks	40,495,057	136,233	40,631,290	
Securities	24,478,132	55,699	24,533,831	
Derivatives receivable	143,472	1,449	144,921	
Loans	194,242,503	17,266	194,259,769	
Deferred tax assets	1,915,026	(71,049)	1,843,977	
<u>Equity</u>				
Retained earnings	17,834,694	230,408	18,065,102	

#### **40. SEGMENT INFORMATION**

Information concerning the segments of BRI and Subsidiaries are as follows:

a.	Corporate Name	Main Business
	PT Bank Rakyat Indonesia (Persero) Tbk PT Bank BRISyariah PT Bank Rakyat Indonesia Agroniaga Tbk BRI Remittance Co. Ltd Hong Kong	Conventional Banking Sharia Banking Conventional Banking Financial Service

#### b. Operating Segment

For management purposes, BRI is organized into 5 (five) operating segment based on products are as follows:

- Micro Segment
- Retail Segment
- Corporate Segment
- Other Segments
- Subsidiaries

(Expressed in millions of Rupiah, unless otherwise stated)

### 40. SEGMENT INFORMATION (continued)

### b. Operating Segment (continued)

Information concerning the operating segments of BRI and Subsidiaries are as follows:

	2012					
Description	Micro	Retail	Corporate	Others	Subsidiaries	Total
Interest income - net Other operating	16,245,047	14,583,543	3,156,294	1,476,258	1,022,624	36,483,766
income	2,882,661	4,034,082	418,621	861,837	192,531	8,389,732
Total income	19,127,708	18,617,625	3,574,915	2,338,095	1,215,155	44,873,498
Operating expenses Provision for	(6,811,859)	(8,090,789)	(1,908,908)	(1,790,492)	(888,984)	(19,491,032
impairment losses	(1,841,805)	(749,039)	36,213	522	(145,819)	(2,699,928
Total expenses Other income	(8,653,664)	(8,839,828)	(1,872,695)	(1,789,970)	(1,034,803)	(22,190,960
(expenses)	680,448	383,474	9,146	95,632	8,334	1,177,034
Income before income tax expense Income tax expense Non-controlling interest	11,154,492 (2,414,984)	10,161,271 (2,199,948)	1,711,366 (370,516)	643,757 (132,436) (6,496)	188,686 (54,308)	23,859,572 (5,172,192 (6,496
Income for the year	8,739,508	7,961,323	1,340,850	504,825	134,378	18,680,884
Segment Assets Loans Allowance for	115,158,007	145,332,428	87,736,754	-	13,779,354	362,006,543
impairment losses Non Loans	(7,873,344)	(3,039,110)	(3,671,471)	197,568,562	(330,940) 4,651,639	(14,914,865 202,220,201
_	107,284,663	142,293,318	84,065,283	197,568,562	18,100,053	549,311,879
Segment Liabilities Funding Non funding	126,593,606	226,985,513	82,518,728	33,666,602	14,068,536 2,622,026	450,166,383 36,288,628
	126,593,606	226,985,513	82,518,728	33,666,602	16,690,562	486,455,011

	2011					
Description	Micro	Retail	Corporate	Others	Subsidiaries	Total
Interest income - net	16,132,720	14,524,830	2,441,114	771,253	557,159	34,427,076
Other operating income	1,464,365	3,448,881	76,809	496,655	289,265	5,775,975
Total income	17,597,085	17,973,711	2,517,923	1,267,908	846,424	40,203,051
Operating expenses	(6,693,499)	(6,824,856)	(1,880,712)	(888,595)	(797,965)	(17,085,627
Provision for impairment losses	(2,486,984)	(2,843,523)	77,967	(279,926)	(728)	(5,533,194
Total expenses Other income	(9,180,483)	(9,668,379)	(1,802,745)	(1,168,521)	(798,693)	(22,618,821
(expenses)	586,739	161,774	464,330	(55,445)	14,252	1,171,650
Income before income tax expense Income tax expense Non-controlling interest	9,003,341 (1,753,613)	8,467,106 (1,656,166)	1,179,508 (229,737)	43,942 (8,847) (5,057)	61,983 (19,521)	18,755,880 (3,667,884 (5,057
Income for the year	7,249,728	6,810,940	949,771	30,038	42,462	15,082,939
Segment Assets Loans Allowance for	97,736,464	129,616,015	56,230,720	-	10,931,773	294,514,972
impairment losses Non Loans	(5,469,064)	(7,252,956)	(3,146,517)	186,184,471	(221,435) 2,657,855	(16,089,972 188,842,326
	92,267,400	122,363,059	53,084,203	186,184,471	13,368,193	467,267,326
Segment Liabilities Funding Non funding	107,527,312	228,634,929	35,985,880	34,562,641	12,116,224 1,251,969	384,264,345 35,814,610
<del>-</del>	107,527,312	228,634,929	35,985,880	34,562,641	13,368,193	420,078,955

(Expressed in millions of Rupiah, unless otherwise stated)

### 40. SEGMENT INFORMATION (continued)

### b. Operating Segment (continued)

Information concerning the operating segments of BRI and Subsidiaries are as follows (continued):

	2010					
Description	Micro	Retail	Corporate	Others	Subsidiaries	Total
Interest income - net Other operating	15,212,128	13,871,682	2,986,229	452,500	366,064	32,888,603
Income	1,096,775	3,174,462	138,055	1,045,243	89,998	5,544,533
Total income	16,308,903	17,046,144	3,124,284	1,497,743	456,062	38,433,136
Operating expenses Provision for	(6,122,167)	(6,261,146)	(1,789,934)	(1,481,924)	(458,521)	(16,113,692
impairment losses	(2,535,763)	(4,090,358)	(583,863)	(716,222)	8,763	(7,917,443
Total expenses Other income	(8,657,930)	(10,351,504)	(2,373,797)	(2,198,146)	(449,758)	(24,031,135
(expenses)	342,460	76,334	47,930	30,504	9,001	506,229
Income before income	7.993.433	6.770.974	798.417	(669,899)	15.305	14.908.230
tax expense Income tax expense	(1,840,211)	(1,558,782)	(183,808)	151,817	(4,861)	(3,435,845
Income for the year	6,153,222	5,212,192	614,609	(518,082)	10,444	11,472,385
Segment Assets Loans Allowance for	81,832,169	120,040,045	45,092,023		5,524,969	252,489,206
impairment losses Non Loans	(4,681,219)	(6,783,319)	(2,526,916)	- 163,125,253	(111,376) 478,872	(14,102,830 163,604,125
_	77,150,950	113,256,726	42,565,107	163,125,253	5,892,465	401,990,501
Segment Liabilities Funding Non funding	89,994,769	206,376,899	32,184,132	33,164,228	5,096,597 795,867	333,652,397 33,960,095
_	89,994,769	206,376,899	32,184,132	33,164,228	5,892,464	367,612,492
_						

### c. Geographical Segment

#### Net interest income, operating and investment income

2012	2011	2010
44,703,235	40,118,940	38,376,155
168,286	82,516	56,981
1,977	1,595	
44,873,498	40,203,051	38,433,136
Income befo	ore tax benefit (ex	(pense)
2012	2011	2010
23,743,590	18,679,828	14,875,759
115,621	75,755	32,471
361	297	-
23,859,572	18,755,880	14,908,230
	44,703,235 168,286 1,977 44,873,498 Income beform 2012 23,743,590 115,621 361	44,703,235 40,118,940 168,286 82,516 1,977 1,595  44,873,498 40,203,051  Income before tax benefit (ex  2012 2011  23,743,590 18,679,828 115,621 75,755 361 297

Years Ended December 31, 2012, 2011 and 2010

## (Expressed in millions of Rupiah, unless otherwise stated)

#### **40. SEGMENT INFORMATION (continued)**

#### c. Geographical Segment (continued)

		Total assets			
Description	2012	2011	2010		
Indonesia	536,235,345	460,573,399	396,031,571		
USA	13,073,719	6,691,600	5,958,930		
Hong Kong	2,815	2,327			
Total	549,311,879	467,267,326	401,990,501		
		Γotal liabilities			
Description	2012	2011	2010		
Indonesia		413,541,559	361,741,305		
USA	12,860,852	6,537,153	5,871,187		
Hong Kong	234	243			
Total	486,455,011	420,078,955	367,612,492		

#### 41. EMPLOYEES PROGRAM

#### a. Defined Benefit Pension Plan (PPMP)

Effective January 1, 2007, all newly appointed permanent employees are not included in the PPMP program. Under this program, the right to pension benefits is given based on the established conditions which are stated in the regulations of BRI with consideration to the yearly gratuity factor over the working period and income on the Pension Fund. BRI's pension plan is managed by Dana Pensiun BRI (DPBRI). According to the regulation in BRI's Directors' Decision Letter, the employee's contribution for pension contribution amounted to 7% of the employee's pension-based salary and any remaining amount required to fund DPBRI represents the contribution by BRI, amounted to 22.58% (previously 22.43%) since September 1, 2012.

The actuarial calculation of BRI's pension costs as of December 31, 2012, 2011 and 2010, was prepared by PT Bestama Aktuaria, an independent actuary, in its reports dated January 4, 2013, January 17, 2012 and January 26, 2011, respectively, which were prepared in accordance with SFAS No. 24 (Revised 2010), by using the "Projected Unit Credit Method" and considering the following assumptions:

	2012	2011	2010
Annual discount rate	5.67%	6.5%	9.0%
Annual pension-based salary growth rate	7.5	7.5	7.5
Annual pension benefit growth rate	4.0	4.0	4.0
Mortality rate	CSO 1958	CSO 1958	CSO 1958
Disability rate	10.0% of	10.0% of	10.0% of
	CSO 1958	CSO 1958	CSO 1958
Normal retirement age	56 years old	56 years old	56 years old

The assets of DPBRI mainly consist of saving deposits, time deposits, securities, mutual fund units, securities with collateral assets and long-term investments in the form of shares of stocks and property.

(Expressed in millions of Rupiah, unless otherwise stated)

### 41. EMPLOYEES PROGRAM (continued)

### a. Defined Benefit Pension Plan (PPMP) (continued)

The status of the pension plan based on the actuarial calculation is as follows:

	2012	2011	2010	2009
Assets at fair value Present value of defined benefit pension liabilities	11,021,236 (14,359,520)	9,370,652 (11,345,025)	8,785,181 (8,400,544)	7,578,545 (6,821,484)
· -				
Pension program funded status (Gain) loss on unrecognized actuarial adjustments	(3,338,284) 2.689.837	(1,974,373) 1.345,298	384,637 (732,773)	757,061 (887,840)
Unrecognized past service cost (non-vested)	75,157	82,363	89,569	-
Defined benefit pension liabilities	(573,290)	(546,712)	(258,567)	(130,779)

Movements in the defined benefit pension liabilities for the years ended December 31, 2012, 2011 and 2010 are as follows:

	2012	2011	2010
Beginning balance	546,712	258,567	130,779
Defined benefit pension expense - net (Note 33)	497,852	447,856	276,275
BRI contributions	(471,274)	(159,711)	(148,487)
Ending balance (Note 26)	573,290	546,712	258,567

Defined benefit pension expense for the years ended December 31, 2012, 2011 and 2010 based on the actuarial calculation is as follows:

2012	2011	2010
389,239	286,297	213,891
(62,621)	(57,851)	(57,610)
737,427	756,049	682,148
(1,125,415)	(922,444)	(795,747)
(17,464)	-	(10,198)
7,206	7,206	-
569,480	378,599	243,791
497,852	447,856	276,275
	389,239 (62,621) 737,427 (1,125,415) (17,464) 7,206 569,480	389,239 286,297 (62,621) (57,851) 737,427 756,049 (1,125,415) (922,444) (17,464) - 7,206 7,206 569,480 378,599

### b. Old-Age Benefits Plan

BRI's employees are also given old-age benefits (THT) based on the regulation as stated in the Decision Letter of the Directors of BRI. BRI's old-age benefits plan is managed by Yayasan Kesejahteraan Pegawai BRI.

Old-age benefit contributions consist of payments from the employees and BRI's contributions in accordance with the requirements of the Decision Letter of Directors of BRI.

Years Ended December 31, 2012, 2011 and 2010 (Expressed in millions of Rupiah, unless otherwise stated)

### 41. EMPLOYEES PROGRAM (continued)

#### b. Old-Age Benefits Plan (continued)

Based on the actuarial calculation of BRI's old-age benefits as of December 31, 2012, 2011 and 2010, which was prepared by PT Bestama Aktuaria, an independent actuary, in its reports dated January 4, 2013, January 17, 2012 and January 26, 2011, which were prepared in accordance with SFAS No. 24 (Revised 2010), by using the "Projected Unit Credit Method" with the following assumptions:

	2012	2011	2010
Discount rate	5.8%	6.5%	9.0%
Salary's growth rate	7.5	7.5	7.5
Mortality rate	CSO 1958	CSO 1958	CSO 1958
Disability rate	10.0% of	10.0% of	10.0% of
·	CSO 1958	CSO 1958	CSO 1958

The status of the old-age benefits as of December 31, 2012, 2011 and 2010 based on the actuarial calculation is as follows:

	2012	2011	2010
Assets at fair value Present value of old-age benefits liability	3,031,998 (986,681)	2,272,191 (899,849)	2,182,880 (1,031,664)
Funded status	2,045,317	1,372,342	1,151,216

Old-age benefits expense for the years ended December 31, 2012, 2011 and 2010 based on the actuarial calculation is as follows:

	2012	2011	2010
Current service cost	31,910	24,424	14,699
Interest cost	58,490	92,850	99,912
Expected return on plan assets	(228,582)	(196,459)	(186,968)
Net actuarial losses (gain) recognized	(478,067)	(91,704)	48,071
Deferred assets	672,974	221,126	72,912
Old-age benefits expense	56,725	50,237	48,626

For the years ended December 31, 2012, 2011 and 2010, BRI did not recognize the prepaid oldage benefits and the income of old-age benefits as BRI management has no benefits on those assets and has no plans to reduce its contributions in the future.

#### c. Defined Contribution Pension Plan

The employees of BRI are also included in the defined contribution pension plan in accordance with BRI Directors' decision which was effective October 2000. BRI's contributions to the plan which are reported in the consolidated statements of comprehensive income amounted to Rp104,385, Rp77,670 and Rp680,318 for the years ended December 31, 2012, 2011 and 2010, respectively (Note 33). This pension plan is managed by Dana Pensiun Lembaga Keuangan BRI.

Years Ended December 31, 2012, 2011 and 2010 (Expressed in millions of Rupiah, unless otherwise stated)

### 41. EMPLOYEES PROGRAM (continued)

### d. Work Separation Scheme

### (i) BRI (Parent Entity)

The calculation performed by the management of BRI of liabilities related to allowance for cost settlement of separation which include severance, gratuity and compensation benefits were based on actuarial valuation assumption in compliance with Labor Law No. 13/2003 dated March 25, 2003 as of December 31, 2012, 2011 and 2010. The actuarial calculations were performed by PT Bestama Aktuaria, an independent actuary, in its reports dated January 4, 2013, January 17, 2012 and January 26, 2011, by using the "Projected Unit Credit Method" with the following assumptions:

	2012	2011	2010
Discount rate	5.8%	6.5%	9.0%
Future salary's growth rate	7.5	7.5	7.5
Mortality rate	CSO 1958	CSO 1958	CSO 1958
Disability rate	10.0% of	10.0% of	10.0% of
•	CSO 1958	CSO 1958	CSO 1958

The status of the work separation scheme as of December 31, 2012, 2011 and 2010 based on the actuarial calculation is as follows:

	2012	2011	2010
Present value of work separation liability	(833,035)	(583,133)	(259,300)
Unrecognized actuarial (gains) losses	192,270	49,662	(245,470)
Work separation scheme liability	(640,765)	(533,471)	(504,770)

Movements in the work separation scheme liability as of December 31, 2012, 2011 and 2010 are as follows:

2012	2011	2010
533,471	504,770	461,621
138,314	52,674	69,320
(31,020)	(23,973)	(26,171)
640,765	533,471	504,770
	138,314 (31,020)	533,471 504,770 138,314 52,674 (31,020) (23,973)

The calculation of work separation scheme expense for the years ended December 31, 2012, 2011 and 2010 based on the actuarial calculation is as follows:

	2012	2011	2010
Current service cost	85,832	45,524	19,356
Interest cost	52,482	23,337	48,347
Recognition of current year (gain) loss	<u> </u>	(16,187)	1,617
Work separation scheme expense (Note 33)	138,314	52,674	69,320

Years Ended December 31, 2012, 2011 and 2010

(Expressed in millions of Rupiah, unless otherwise stated)

#### 41. EMPLOYEES PROGRAM (continued)

### d. Work Separation Scheme (continued)

#### (ii) BRISyariah (Subsidiary)

The Subsidiary provides the work separation scheme based on the provisions of Labor Law No. 13/2003 dated March 25, 2003.

The following tables summarize the components of the work separation scheme expense recognized in the consolidated statements of comprehensive income and recognized in the consolidated statements of financial position for the work separation scheme liability as of December 31, 2012, 2011 and 2010, as determined by PT Katsir Imam Sapto Sejahtera Aktuaria, an independent actuary, in its reports dated January 4, 2013, January 20, 2012 and February 16, 2011, respectively, by using the "Projected Unit Credit Method" with the following assumptions:

	2012	2011	2010
Annual discount rate	6.0%	7.0%	10.0%
Annual salary's growth rate	5.0	5.0	5.0
Mortality rate	TMI-III 2011	TMI-II 1999	TMI-II 1999

As of December 31, 2012, 2011 and 2010, the status of the work separation scheme based on the actuarial calculation is as follows:

	2012	2011	2010
Present value of work separation liability	(27,423)	(15,610)	(5,631)
Accumulation of unrecognized actuarial gain	(2,501)	(3,018)	(5,009)
Work separation scheme liability	(29,924)	(18,628)	(10,640)

Movements in the work separation scheme liability for the years ended December 31, 2012, 2011 and 2010 are as follows:

_	2012	2011	2010
Beginning balance	18,628	10,640	7,119
Work separation scheme expense - net (Note 33)	11,300	8,107	4,117
Actual benefit payments	(4)	(119)	(596)
Ending balance (Note 26)	29,924	18,628	10,640
=			

The work separation scheme expense for the years ended December 31, 2012, 2011 and 2010 based on the actuarial calculation is as follows:

	2012	2011	2010
Current service cost	10,428	7,919	4,002
Interest expense	937	394	305
Amortization of accumulated actuarial gains	(65)	(206)	(190)
Work separation scheme expense (Note 33)	11,300	8,107	4,117

(Expressed in millions of Rupiah, unless otherwise stated)

### 41. EMPLOYEES PROGRAM (continued)

#### d. Work Separation Scheme (continued)

### (iii) BRI Agro (Subsidiary)

The Subsidiary provides the work separation scheme based on the provisions of Labor Law No. 13/2003 dated March 25, 2003.

The following tables summarize the components of the work separation scheme expense recognized in the consolidated statements of comprehensive income and recognized in the consolidated statements of financial position for the work separation scheme liability as of December 31, 2012 and 2011 as determined by PT Bestama Aktuaria and PT Bumi Persada Aktuaria, independent actuaries, in their report dated January 11, 2013 and February 10, 2012, respectively, by using the "Projected Unit Credit Method" with the following assumptions:

	2012	2011
Discount rate	6.0%	7.0%
Annual salary increase rate	8.0	8.0
	2012	2011
Mortality rate	TMI 2011	TMI 1999
Disability rate	10% of TMI 2011	10% of TMI 1999

As of December 31, 2012 and 2011, the status of the work separation scheme based on the actuarial calculation is as follows:

	2012	2011
Present value of work separation liability	(25,738)	(27,943)
Accumulation of unrecognized actuarial gain	6,070	12,110
Immediate recognition of past service cost	5,919	3,118
Work separation scheme liability	(13,749)	(12,715)

Movements in the work separation scheme liability for the year ended December 31, 2012 and 2011 are as follows:

	2012	2011
Beginning balance	12,715	8,814
Expense recognized in the current year (Note 33)	5,636	4,973
Actual benefit payments	(4,602)	(1,072)
Ending balance (Note 26)	13,749	12,715

The work separation scheme expense for the year ended December 31, 2012 and 2011 based on the actuarial calculation is as follows:

	2012	2011
Current service cost	2,628	3,030
Interest expense	1,956	1,380
Actuarial losses	632	362
Amortization of past service cost	420	201
Work separation scheme expense (Note 33)	5,636	4,973

(Expressed in millions of Rupiah, unless otherwise stated)

### 41. EMPLOYEES PROGRAM (continued)

### e. Other Long-term Employee Benefits

BRI employees also have long-term employee benefits, such as gratuity for services, grand leaves and pension preparation period (MPP).

#### (i) Allowance for gratuity for services

The actuarial calculation on gratuity for services as of December 31, 2012, 2011 and 2010 was prepared by PT Bestama Aktuaria, an independent actuary, in its reports dated January 4, 2013, January 17, 2012 and January 26, 2011, respectively, by using the "Projected Unit Credit Method" with the following assumptions:

	2012	2011	2010
Discount rate	5.8%	6.5%	9.0%
Future salary's growth rate	7.5	7.5	7.5
Gold price growth rate	10.0	10.0	7.0
Mortality rate	CSO 1958	CSO 1958	CSO 1958
Disability rate	10.0% of	10.0% of	10.0% of
•	CSO 1958	CSO 1958	CSO 1958

The present value of liability for gratuity for services based on the actuarial calculation amounted to Rp825,709, Rp670,744 and Rp548,777 as of December 31, 2012, 2011 and 2010, respectively.

Movements in liability for gratuity for services for the years ended December 31, 2012, 2011 and 2010 are as follows:

2010
7 463,682
123,335
7) (38,240)
548,777

The gratuity for service expense for the years ended December 31, 2012, 2011 and 2010 based on the actuarial calculation is as follows:

	2012	2011	2010
Current service cost	56,886	44,466	32,766
Interest expense	43,598	49,390	46,368
Recognized actuarial losses	92,093	68,748	44,201
Gratuity for services expense (Note 33)	192,577	162,604	123,335

(Expressed in millions of Rupiah, unless otherwise stated)

### 41. EMPLOYEES PROGRAM (continued)

### e. Other Long-term Employee Benefits (continued)

### (ii) Grand leaves

### i. BRI (Parent Entity)

The actuarial calculation for grand leaves as of December 31, 2012, 2011 and 2010 was prepared by PT Bestama Aktuaria, an independent actuary, in its reports dated January 4, 2013, January 17, 2012 and January 26, 2011, respectively, by using the "Projected Unit Credit Method" with the following assumptions:

	2012	2011	2010
Discount rate	5.8%	6.5%	9.0%
Future salary's growth rate	7.5	7.5	7.5
Mortality rate	CSO 1958	CSO 1958	CSO 1958
Disability rate	10.0% of	10.0% of	10.0% of
•	CSO 1958	CSO 1958	CSO 1958

The present value of liability of allowance for grand leaves based on the actuarial calculation amounted to Rp887,617, Rp750,623 and Rp626,199 as of December 31, 2012, 2011 and 2010, respectively.

Movements in liability for grand leaves as of December 31, 2012, 2011 and 2010 are as follows:

	2012	2011	2010
Beginning balance of liability	750,623	626,199	580,422
Grand leaves expense - net (Note 33)	217,635	179,395	90,346
Benefit payments by BRI	(80,641)	(54,971)	(44,569)
Grand leaves liability (Note 26)	887,617	750,623	626,199

The grand leaves expense for the years ended December 31, 2012, 2011 and 2010 based on the actuarial calculation is as follows:

	2012	2011	2010
Current service cost	88,398	70,110	55,535
Interest expense	48,790	56,358	58,042
Recognized actuarial (gain) losses	80,447	52,927	(23,231)
Grand leaves expense (Note 33)	217,635	179,395	90,346

### ii. BRISyariah (Subsidiary)

The Subsidiary also provides grand leaves program to its employees as one of their benefits.

(Expressed in millions of Rupiah, unless otherwise stated)

### 41. EMPLOYEES PROGRAM (continued)

### e. Other Long-term Employee Benefits (continued)

- (ii) Grand leaves (continued)
  - ii. BRISyariah (Subsidiary) (continued)

The actuarial calculation for grand leaves was recorded in the consolidated statements of comprehensive income and recognized in the consolidated statements of financial position as of December 31, 2012, 2011 and 2010 as determined by PT Katsir Imam Sapto Sejahtera Aktuaria, an independent actuary, in its reports dated January 4, 2013, January 20, 2012 and February 16, 2011, respectively, by using the "Projected Unit Credit Method" with the following assumptions:

	2012	2011	2010
Discount rate	6.0%	7.0%	10.0%
Future salary's growth rate	5.0	5.0	5.0
Mortality rate	TMI-III 2011	TMI-II 1999	TMI-II 1999
Normal retirement age	56 years old	56 years old	56 years old

The present value of liability of allowance for grand leaves based on the actuarial calculation amounted to Rp13,153, Rp6,915 and Rp2,386 as of December 31, 2012, 2011 and 2010, respectively.

Movements in liability for grand leaves for the years ended December 31, 2012, 2011 and 2010 are as follows:

	2012	2011	2010
Beginning balance of liability	6,915	2,386	808
Grand leaves expense - net (Note 33)	6,238	4,529	1,578
Grand leaves liability (Note 26)	13,153	6,915	2,386

The grand leaves expense of the Subsidiary for the years ended December 31, 2012, 2011 and 2010 based on the actuarial calculation is as follows:

2012	2011	2010
5,701	4,305	1,506
537	224	73
<u> </u>	<u> </u>	(1)
6,238	4,529	1,578
	5,701 537 -	5,701 4,305 537 224

(Expressed in millions of Rupiah, unless otherwise stated)

### 41. EMPLOYEES PROGRAM (continued)

### e. Other Long-term Employee Benefits (continued)

### (ii) Grand leaves (continued)

### iii. BRI Agro (Subsidiary)

The Subsidiary also provides grand leaves program to its employees as one of their benefits.

The actuarial calculation for grand leaves recognized in the consolidated statements of comprehensive income and recognized in the consolidated statements of financial position as of December 31, 2012 and 2011 was prepared by PT Bestama Aktuaria and PT Bumi Persada Aktuaria, an independent actuary, in its report dated January 11, 2013 and February 10, 2012, by using the "Projected Unit Credit Method" with the following assumptions:

	2012	2011
Discount rate	6.8%	7.0%
Future salary's growth rate	8.0	8.0
Mortality rate	TMI 2011	TMI 1999

The present value of liability of allowance for grand leaves of the Subsidiary based on the actuarial calculation amounted to Rp2,676 and Rp3,224 as of December 31, 2012 and 2011, respectively.

Movements in liability for grand leaves for the year ended December 31, 2012 and 2011 are as follows:

	2012	2011
Beginning balance of liability	3,224	999
Expense recognized in the current year (Note 33)	344	2,607
Benefit payments	(892)	(382)
Grand leaves liability (Note 26)	2,676	3,224

The grand leaves expense of the Subsidiary for the year ended December 31, 2012 and 2011 based on the actuarial calculation is as follows:

	2012	2011
Current service cost	948	439
Interest expense	226	90
Recognized actuarial (gain) losses	(830)	2.078
Grand leaves expense (Note 33)	344	2.607

(Expressed in millions of Rupiah, unless otherwise stated)

### 41. EMPLOYEES PROGRAM (continued)

### e. Other Long-term Employee Benefits (continued)

#### (iii) Pension preparation period

### i. BRI (Parent Entity)

The actuarial calculation of pension preparation period as of December 31, 2012, 2011 and 2010 was prepared by PT Bestama Aktuaria, an independent actuary, in its reports dated January 4, 2013, January 17, 2012 and January 26, 2011, respectively, by using the "Projected Unit Credit Method" with the following assumptions:

	2012	2011	2010
Discount rate	6.0%	6.5%	9.0%
Future salary's growth rate	7.5	7.5	7.5
Mortality rate	CSO 1958	CSO 1958	CSO 1958
Disability rate	10.0% of	10.0% of	10.0% of
·	CSO 1958	CSO 1958	CSO 1958

The present value of liability of allowance for pension preparation period based on the actuarial calculation amounted to Rp58,030, Rp1,140,913 and Rp878,569 as of December 31, 2012, 2011 and 2010, respectively.

Movements in the liability for pension preparation period for the years ended December 31, 2012, 2011 and 2010 are as follows:

	2012	2011	2010
Beginning balance of liability Pension preparation period (income)	1,140,913	878,569	957,750
expense (Note 33)	(985,007)	347,952	16,608
Benefit payments by BRI	(97,876)	(85,608)	(95,789)
Pension preparation period liability (Note 26)	58,030	1,140,913	878,569

Pension preparation period expense for the years ended December 31, 2012, 2011 and 2010 based on the actuarial calculation is as follows:

	2011	2010
135,628	90,112	46,385
74,159	79,071	95,775
(1,194,794)	178,769	(125,552)
(985,007)	347,952	16,608
	74,159 (1,194,794)	74,159 79,071 (1,194,794) 178,769

Based on Decision Letter No.S.248-DIR/KPS/12/2012 dated December 21, 2012, the Board of Directors of BRI resolved that it is compulsory for employees to remain actively employed until the normal pension age of 56 (fifty six) years without undergoing pension preparation period (MPP) effective January 1, 2014. For employees entering age of 55 (fifty five) years in 2013 have the option to undergo pension preparation period or remain actively employed until the age of 56 (fifty six) years. Reversal of pension preparation period (MPP) allowance in accordance with the aforementioned Decision Letter is recorded in the other operating income account.

(Expressed in millions of Rupiah, unless otherwise stated)

### 41. EMPLOYEES PROGRAM (continued)

### e. Other Long-term Employee Benefits (continued)

- (iii) Pension preparation period (continued)
  - ii. BRI Agro (Subsidiary)

Effective March 12, 2012, the Subsidiary also provides pension preparation period to its employees as one of their benefits.

The actuarial calculation for pension preparation period as of December 31, 2012 was prepared by PT Bestama Aktuaria, an independent actuary, in its report dated January 11, 2013 by using the "Projected Unit Credit Method" with the following assumptions:

	2012
Discount rate	6.0%
Future salary's growth rate	8.0
Mortality rate	TMI 2011
Disability rate	10% of TMI 2011

The present value of liability of allowance for pension preparation period based on the actuarial calculation amounted to Rp1,981 as of December 31, 2012, respectively.

Movements in the liability for pension preparation period for the year ended December 31, 2012 is as follows:

	2012
Beginning balance of liability Pension preparation period expense - net (Note 33) Benefit payments by BRI	2,152 (171)
Pension preparation period liability (Note 26)	1,981

Pension preparation period expense for the year ended December 31, 2012 based on the actuarial calculation is as follows:

2012
955
563
634
2,152

Years Ended December 31, 2012, 2011 and 2010 (Expressed in millions of Rupiah, unless otherwise stated)

### 42. INFORMATION ON COMMITMENTS AND CONTINGENCIES

2012	2011	2010
75,649,401	60,313,628	38,186,517
12,231,900	6,843,251	4,932,139
97,225	89,942	111,513
87,978,526	67,246,821	43,230,169
(87,978,526)	(67,246,821)	(43,230,169)
221,217	834,315	756,016
-	486	602,218
221,217	834,801	1,358,234
6,158,676	1,810,379	1,336,368
6,103,142	4,428,146	2,465,003
12,261,818	6,238,525	3,801,371
(12,040,601)	(5,403,724)	(2,443,137)
	75,649,401 12,231,900 97,225 87,978,526 (87,978,526) 221,217 221,217 6,158,676 6,103,142 12,261,818	75,649,401 60,313,628 12,231,900 6,843,251 97,225 89,942  87,978,526 67,246,821  (87,978,526) (67,246,821)  221,217 834,315 486  221,217 834,801  6,158,676 1,810,379 6,103,142 4,428,146  12,261,818 6,238,525

### 43. TRANSACTIONS WITH RELATED PARTIES

In the normal course of the business, BRI engages in transactions with related parties due to the relationship of ownership and/or management. All transactions with related parties have been made according to the mutually agreed policies and terms.

Related parties	Relationship	Element of transactions
Ministry of Finance of the Republic of Indonesia	Control through the Central Government of the Republic of Indonesia	Loans
Lembaga Pembiayaan Ekspor Indonesia	Control through the Central Government of the Republic of Indonesia	Placements in Bank Indonesia and other Banks, Securities, Fund borrowings
Government of the Republic of Indonesia (RI)	Ownership of majority shares through the Ministry of Finance of the Republic of Indonesia	Securities, Government Recapitalization Bonds
Perum BULOG	Control through the Central Government of the Republic of Indonesia	Loans, Irrevocable L/C

(Expressed in millions of Rupiah, unless otherwise stated)

### 43. TRANSACTIONS WITH RELATED PARTIES (continued)

Related parties	Relationship	Element of transactions
Perum DAMRI	Control through the Central Government of the Republic of Indonesia	Sharia receivables and financing
Perum Pegadaian	Control through the Central Government of the Republic of Indonesia	Securities, Loans
Perum Percetakan Republic of Indonesia	Control through the Central Government of the Republic of Indonesia	Acceptances receivable and Acceptances payable
PT Aneka Tambang (Persero) Tbk	Control through the Central Government of the Republic of Indonesia	Securities
PT Bank Bukopin Tbk	Control through the Central Government of the Republic of Indonesia	Current Accounts with other Banks, Placements in Bank Indonesia and other Banks, Deposits from other Banks and other financial institutions
PT Bank Mandiri (Persero) Tbk	Control through the Central Government of the Republic of Indonesia	Current Accounts with other Banks, Deposits from other Banks and other financial institutions
PT Bank Muamalat Indonesia Tbk	Control through the Central Government of the Republic of Indonesia	Deposits from other Banks and other financial institutions
PT Bank Negara Indonesia (Persero) Tbk	Control through the Central Government of the Republic of Indonesia	Current Accounts with other Banks, Placements in Bank Indonesia and other Banks, Deposits from other Banks and other financial institutions
PT Bank Tabungan Negara (Persero) Tbk	Control through the Central Government of the Republic of Indonesia	Securities, Deposits from other Banks and other financial institutions
PT BNI Securities	Control through the Central Government of the Republic of Indonesia	Placements in Bank Indonesia and other Banks
PT Bringin Gigantara	Ownership through Dana Pensiun BRI	Loans, Sharia receivables and financing
PT Bringin Indotama Sejahtera Finance	Ownership through Dana Pensiun BRI	Loans
PT Bringin Karya Sejahtera	Ownership through Dana Pensiun BRI	Loans, Sharia receivables and financing
PT Bringin Sejahtera Artha Makmur	Ownership through Dana Pensiun BRI	Loans

(Expressed in millions of Rupiah, unless otherwise stated)

### 43. TRANSACTIONS WITH RELATED PARTIES (continued)

Related parties	Relationship	Element of transactions
PT Bringin Srikandi Finance	Ownership through Dana Pensiun BRI	Loans
PT BTMU-BRI Finance	Ownership	Placement in Bank Indonesia and other Banks, Investment in associated entities
PT Dayamitra Telekomunikasi	Control through the Central Government of the Republic of Indonesia	Loans
PT Dirgantara Indonesia (Persero)	Control through the Central Government of the Republic of Indonesia	Acceptances receivable, Acceptances payable, Guarantees issued, Irrevocable L/C
PT Dok dan Perkapalan Kodja Bahari (Persero)	Control through the Central Government of the Republic of Indonesia	Irrevocable L/C
PT Indonesia Power	Control through the Central Government of the Republic of Indonesia	Guarantees issued
PT Industri Kereta Api	Control through the Central Government of the Republic of Indonesia	Acceptances receivable, Acceptances payable,
PT Inti (Persero)	Control through the Central Government of the Republic of Indonesia	Acceptances receivable, Acceptances payable
PT Jasa Marga (Persero) Tbk	Control through the Central Government of the Republic of Indonesia	Securities
PT Kereta Api (Persero)	Control through the Central Government of the Republic of Indonesia	Irrevocable L/C
PT Krakatau Steel (Persero) Tbk	Control through the Central Government of the Republic of Indonesia	Acceptances receivable, Acceptances payable
PT Mega Eltra (Persero)	Control through the Central Government of the Republic of Indonesia	Acceptances receivable, Acceptances payable
PT Pal Indonesia (Persero)	Control through the Central Government of the Republic of Indonesia	Guarantees issued, Irrevocable L/C
PT Perkebunan Nusantara III (Persero)	Control through the Central Government of the Republic of Indonesia	Securities
PT Perkebunan Nusantara VII (Persero)	Control through the Central Government of the Republic of Indonesia	Securities

(Expressed in millions of Rupiah, unless otherwise stated)

### 43. TRANSACTIONS WITH RELATED PARTIES (continued)

Related parties	Relationship	Element of transactions
PT Permodalan Nasional Madani (Persero)	Control through the Central Government of the Republic of Indonesia	Fund borrowings
PT Pertamina (Persero)	Control through the Central Government of the Republic of Indonesia	Loans, Guarantees Issued
PT Pertamina Patra Niaga	Control through the Central Government of the Republic of Indonesia	Irrevocable L/C
PT Pertani (Persero)	Control through the Central Government of the Republic of Indonesia	Acceptances receivable, Acceptances payable
PT Perusahaan Gas Negara (Persero) Tbk	Control through the Central Government of the Republic of Indonesia	Guarantees issued
PT Perusahaan Listrik Negara (Persero)	Control through the Central Government of the Republic of Indonesia	Securities, Loans, Guarantees issued, Irrevocable L/C
PT Perusahaan Pengelola Aset	Control through the Central Government of the Republic of Indonesia	Placement in Bank Indonesia and other Banks
PT Petrokimia Gresik	Control through the Central Government of the Republic of Indonesia	Loans, Acceptances receivable, Acceptances payable
PT Pindad (Persero)	Control through the Central Government of the Republic of Indonesia	Acceptances receivable, Acceptances payable, Guarantees issued, Irrevocable L/C
PT Pupuk Kalimantan Timur	Control through the Central Government of the Republic of Indonesia	Export Bills
PT Pupuk Kujang (Persero)	Control through the Central Government of the Republic of Indonesia	Loans, Guarantees issued
PT Railink	Control through the Central Government of the Republic of Indonesia	Irrevocable L/C
PT Sarana Multigriya Finansial (Persero)	Control through the Central Government of the Republic of Indonesia	Securities, Fund Borrowings
PT Satkomindo Mediyasa	Ownership through Dana Pensiun BRI	Sharia receivables and financing
PT Taspen (Persero)	Control through the Central Government of the Republic of Indonesia	Loans

(Expressed in millions of Rupiah, unless otherwise stated)

### 43. TRANSACTIONS WITH RELATED PARTIES (continued)

Related parties	Relationship	<u> </u>	Element of transa	ictions
PT Telekomunikasi Indonesia (Persero) Tbk	Control through the Government of the F of Indonesia	Republic	Loans	
PT Waskita Karya (Persero) Tbk	Control through the Government of the F of Indonesia	Republic	Guarantees iss	ued
PT Wijaya Karya (Persero) Tbk	Control through the Government of the F of Indonesia	Republic	Acceptances rece Acceptances pay Guarantees iss Irrevocable L	vable, ued,
PT Wijaya Karya Bangunan dan Gedung	Control through the Government of the F of Indonesia	Republic	Acceptances rece Acceptances pay	
Key employees	Control on compa activities	any's	Loans, Sharia rece and financing	
		2012	2011	2010
Assets Current Accounts with other Banks ( PT Bank Negara Indonesia (Perse PT Bank Mandiri (Persero) Tbk PT Bank Bukopin Tbk		8,475 1,820 10 10,305	26,004 4,006 10 30,020	33,971 1,378 - 35,349
Placements with Bank Indonesia and (Note 6)	d other Banks			
PT Bank Negara Indonesia (Perse PT BTMU-BRI Finance PT Bank Bukopin Tbk PT Perusahaan Pengelola Aset PT BNI Securities	ero) Tbk	285,405 285,000 150,000	654,414 165,000 - 250,000 20,000	45,050 215,000 230,000 - 10,000
Lembaga Pembiayaan Ekspor Ind	onesia	720,405	1,089,414	100,000
Securities (Note 7)		720,403	1,009,414	000,030
Government of Republic of Indone Perum Pegadaian Lembaga Pembiayaan Ekspor Ind PT Jasa Marga (Persero) Tbk PT Bank Tabungan Negara (Persero) Tbk PT Aneka Tambang (Persero) Tbk PT Perusahaan Listrik Negara (Persero) PT Perkebunan Nusantara III (Persero)	onesia ero) Tbk ersero) sero)	17,833,966 257,832 174,000 111,497 106,716 95,000 90,180 50,000	13,105,958 257,728 149,000 105,362 94,337 95,000 91,012 50,000	7,047,637 10,398 74,000 105,005 47,228 - 90,480 50,000
PT Perkebunan Nusantara VII (Pe PT Sarana Multigriya Finansial (Pe Others		50,000 40,000 99,549	50,000 70,000 56,000	50,000 65,000 111,000
		18,908,740	14,124,397	7,650,748

(Expressed in millions of Rupiah, unless otherwise stated)

### 43. TRANSACTIONS WITH RELATED PARTIES (continued)

	2012	2011	2010
Assets (continued) Export Bills (Note 8)			
PT Pupuk Kalimantan Timur	14,281	-	-
Government Recapitalization Bonds (Note 9) Government of Republic of Indonesia	4,315,616	8,996,026	13,626,463
Government of Republic of Indonesia	4,515,010	0,990,020	13,020,403
Loans (Note 12) PT Pertamina (Persero)	10,348,229	8,539,984	7,217,175
PT Perusahaan Listrik Negara (Persero)	8,211,065	6,838,464	6,199,343
Perum Pegadaian	4,769,429	4,858,401	4,246,385
PT Taspen (Persero)	4,500,000	4,014,051	3,390,000
PT Telekomunikasi Indonesia (Persero) Tbk Perum BULOG	3,625,000	1,700,000	1,375,000
PT Petrokimia Gresik	3,570,265 2,444,483	1,229,276 900,518	676,293 642,743
Ministry of Finance of the Republic of Indonesia	1,711,741	820,519	270,284
PT Dayamitra Telekomunikasi	1,000,000	435,536	-
PT Pupuk Kujang	973,468	-	-
PT Bringin Srikandi Finance	548,005	193,312	187,218
PT Bringin Indotama Sejahtera Finance	185,840	113,445	158,432
PT Bringin Karya Sejahtera	9,632	18,020	20,652
PT Bringin Sejahtera Artha Makmur	444	1,134	
PT Bringin Gigantara	- EE 000	3,637	5,971
Key employees Others	55,823 15,313,603	55,721 7,928,391	35,742 5,567,662
Official	57,267,027	37,650,409	29,992,900
		01,000,100	20,002,000
Sharia receivables and financing (Note 13)			
Perum DAMRI	75,994	73,276	_
PT Bringin Gigantara	17,621	25,063	5,029
PT Bringin Karya Sejahtera	9,237	13,408	17,018
PT Satkomindo Mediyasa	-	1,119	2,785
Key employees	15,670	8,994	5,639
	118,522	121,860	30,471
Acceptances receivable (Note 14)	007.000		
PT Krakatau Steel (Persero) Tbk	287,699	-	-
PT Dirgantara Indonesia (Persero) PT Pindad (Persero)	231,467 95,497	-	-
Perum Percetakan Negara Republic of Indonesia	29,699		-
PT Inti (Persero)	23,499	91,632	15,380
PT Pertani (Persero)	17,702	-	-
PT Wijaya Karya Bangunan dan Gedung	349	-	-
PT Industri Kereta Api (Persero)	-	72,173	-
PT Petrokimia Gresik	-	126,360	-
PT Mega Eltra (Persero)	-	4,676	-
PT Wijaya Karya (Persero) Tbk			55,524
	685,912	294,841	70,904

(Expressed in millions of Rupiah, unless otherwise stated)

### 43. TRANSACTIONS WITH RELATED PARTIES (continued)

	2012	2011	2010
Assets (continued) Investment in associated entities (Note 15)			
PT BTMU-BRI Finance	195,334	163,281	134,130
Total assets from related parties	82,236,142	62,470,248	52,141,015
Total consolidated assets	551,336,790	469,899,284	404,285,602
Percentage of total assets from related parties to total consolidated assets	14.92%	42 200/	42.00%
to total consolidated assets	14.92%	13.29%	12.90%
Liabilities			
Demand Deposits (Note 19) Government Entities and Institutions	18,203,859	18,766,760	5,472,152
Key employees	4,774	21,978	1,498
Others	20,652	27,880	8,407
	18,229,285	18,816,618	5,482,057
Saving Deposits (Note 20)	000.070	7 400	400.044
Government Entities and Institutions Key employees	206,272 107,090	7,400 22,700	182,241 40,102
Others	73	-	9,477
	313,435	30,100	231,820
Time Deposits (Note 21)			
Government Entities and Institutions	43,169,843	18,102,800	26,529,739
Key employees	136,273	49,220	6,523
Others	404,541	355,395	10,458
	43,710,657	18,507,415	26,546,720
Deposits from other Banks and			
financial institutions (Note 22) Government Entities and Institutions	655,574	341,909	412,453
	333,31	011,000	,
Acceptances Payable (Note 14) Government Entities and Institutions	685,912	294,841	70,904
Fund borrowings (Note 24)	•	,	•
Government Entities and Institutions	276,221	232,425	-
Compensation to key employees management			
(Note 41) Present value of defined benefit pension liability	309,734	251,514	197,084
Present value of work separation liability	72,625	46,046	15,520
Present value of old-age benefits liability	45,082	40,106	39,010
Present value of gratuity for services liability	30,931	26,601	22,720
Present value of grand leaves liability	33,689	28,709	25,033
Present value of pension preparation period	2,686	71,830	55,174
Total liabilities to related parties	494,747 <b>64,365,831</b>	464,806 <b>38,688,114</b>	354,541 <b>33,098,495</b>
Total consolidated liabilities	486,455,011	420,078,955	367,612,492
ercentage of liabilities to related parties			
to total consolidated liabilities	13.23%	9.21%	9.00%

Years Ended December 31, 2012, 2011 and 2010

(Expressed in millions of Rupiah, unless otherwise stated)

### 43. TRANSACTIONS WITH RELATED PARTIES (continued)

Balances and transactions with related parties are as follows (continued):

	2012	2011	2010
Commitments and contingencies in administrative			
accounts			
Guarantees issued (Note 25c)			
PT Perusahaan Gas Negara (Persero) Tbk	1,972,063	751,532	604,292
PT Pertamina (Persero)	851,530	108,368	89,693
PT Perusahaan Listrik Negara (Persero)	677,496	174,528	134,015
PT Wijaya Karya (Persero) Tbk	567,473	604,103	752,181
PT Pindad (Persero)	246,126	-	2,405
PT Indonesia Power	235,815	130,089	126,444
PT Dirgantara Indonesia (Persero)	224,692	103,297	6,091
PT Waskita Karya (Persero)	156,799	48,137	9,437
PT Pupuk Kujang (Persero)	133,905	113,355	112,637
PT Pal Indonesia (Persero)	46,446	-	-
Others	332,080	767,477	170,593
	5,444,425	2,800,886	2,007,788
Irrevocable L/C (Note 25c)			
PT Kereta Api (Pesero)	2,150,192	322,524	-
PT Dirgantara Indonesia (Persero)	1,125,563	517,667	6,333
PT Perusahaan Listrik Negara (Persero)	758,112	1,097,026	1,560,372
Perum BULOG	506,374	1,094,901	-
PT Wijaya Karya (Persero) Tbk	252,743	10,311	10,650
PT Pindad (Persero)	176,205	-	-
PT Railink	165,852	-	-
PT Pal Indonesia (Persero)	116,549	5,352	138
PT Pertamina Patra Niaga	108,422	· -	-
PT Dok dan Perkapalan Kodja Bahari (Persero)	106,309	-	-
Others	602,268	734,612	569,925
	6,068,589	3,782,393	2,147,418
Salaries and allowances for the Boards of Directors			
and Commissioners (Note 33)	61,008	62,325	54,162
Tantiem, bonuses and incentives for the Boards			
of Directors, Commissioners and			
key employees (Note 33)	225,076	204,724	147,180

Percentage of transactions with related parties to total consolidated assets and liabilities of BRI and Subsidiaries are as follows:

	2012	2011	2010
<u>Assets</u>			
Current Accounts with other Banks	0.002%	0.006%	0.009%
Placements with Bank Indonesia and other Banks	0.131	0.232	0.148
Securities	3.430	3.006	1.892
Export Bills	0.003	-	-
Government Recapitalization Bonds	0.783	1.914	3.371
Loans	10.387	8.012	7.419
Sharia receivables and financing	0.021	0.026	0.008
Acceptances receivable	0.124	0.063	0.018
Investment in associated entities	0.035	0.035	0.033
Total	14.916%	13.294%	12.898%

Years Ended December 31, 2012, 2011 and 2010

(Expressed in millions of Rupiah, unless otherwise stated)

### 43. TRANSACTIONS WITH RELATED PARTIES (continued)

Percentage of transactions with related parties to total consolidated assets and liabilities of BRI and Subsidiaries are as follows (continued):

	2012	2011	2010
<u>Liabilities</u>			
Demand Deposits	3.747%	4.479%	1.491%
Saving Deposits	0.064	0.007	0.063
Time Deposits	8.986	4.406	7.221
Deposits from other Banks and financial institutions	0.135	0.081	0.112
Acceptances payable	0.141	0.070	0.019
Fund borrowings	0.057	0.055	-
Compensation to key employees	0.102	0.111	0.096
Total	13.232%	9.209%	9.002%

As of December 31, 2012, 2011 and 2010, BRI (Parent Entity) insured certain premises and equipment to PT Asuransi Bringin Sejahtera Artha Makmur (related party) (Note 16).

#### 44. SIGNIFICANT AGREEMENTS, COMMITMENTS AND CONTINGENCIES

#### a. Communication Services Agreements

On August 13, 2012, BRI entered into an agreement with PT Satkomindo Mediyasa in connection with the procurement of VSAT communication services in 1,950 (one thousand nine hundreds fifty) locations of offsite ATM for 3 (three) years with the contract value of Rp57,798.

On March 19, 2012, BRI entered into an agreement with PT Telekomunikasi Indonesia in connection with the procurement of MPLS communication services in 1,200 (one thousand two hundreds) locations of offsite ATM for 3 (three) years with the contract value of Rp35,652.

On November 14, 2011, BRI entered into an agreement with PT Satkomindo Mediyasa in connection with the procurement of VSAT communication services in 1,000 (one thousand) locations of offsite ATM for 3 (three) years with the contract value of Rp30,610.

On March 29, 2011, BRI entered into an agreement with PT Telekomunikasi Indonesia in connection with the procurement of IP-VPN MPLS communication service in 800 (eight hundred) locations for 3 (three) years with a contract value of Rp876 per month.

On August 31, 2010, BRI entered into an agreement with PT Satkomindo Mediyasa in connection with the procurement of VSAT communication service in 982 (nine hundred eighty two) locations for 3 (three) years, with a contract value of Rp64,791.

### b. Contingent Liabilities

In conducting its business, BRI is a defendant with various litigation proceedings and legal claims mainly with respect to matters of contractual compliance. Although there is no clear assurance yet, BRI believes that based on information currently available, the ultimate resolution of these legal proceedings and legal claims will not likely have a material effect on the operations, financial position or liquidity level of BRI.

(Expressed in millions of Rupiah, unless otherwise stated)

### 44. SIGNIFICANT AGREEMENTS, COMMITMENTS AND CONTINGENCIES (continued)

#### b. Contingent Liabilities (continued)

As of December 31, 2012, 2011 and 2010, BRI has established an allowance (included in "Other Liabilities") for several pending lawsuits filed against BRI amounted to Rp826,661, Rp968,064 and Rp517,189, respectively (Note 26). Management believes that the allowance is adequate to cover possible losses arising from pending litigations or legal claims that are currently in progress.

#### 45. GOVERNMENT GUARANTEE ON OBLIGATIONS OF COMMERCIAL BANKS

Based on Presidential Decision No. 26 of 1998 as implemented by the Ministry of Finance Decision dated January 28, 1998 and the Joint Decrees No. 30/270/KEP/DIR and No. 1/BPPN/1998 dated March 6, 1998, of the Director of Bank Indonesia and Head of IBRA, the Government provided a guarantee on certain obligations of all locally incorporated commercial banks. Based on the latest amendment under the Decree of the Ministry of Finance Decision No. 179/KMK.017/2000 dated May 26, 2000, this guarantee is valid from January 26, 1998 up to January 31, 2001 and with automatic extension of the guarantee period continuously every 6 (six) months, unless within 6 (six) months before the maturity of the guarantee period or its extension period, the Ministry of Finance announces to the public the expiry and/or change in the guarantee program. For this guarantee, the Government charges premium which is computed based on a certain percentage in accordance with the prevailing regulations.

The Decision Letter No. 179/KMK.017/2000 dated May 26, 2000 from the Ministry of Finance of the Republic of Indonesia, concerning the "Conditions and Procedures in the Implementation of Government Guarantee for the Payment of Obligations of Commercial Banks" was amended by the Ministry of Finance Decision Letter No. 84/KMK.06/2004 dated February 27, 2004, concerning the "Conditions, Procedures and Policy in the Implementation of Government Guarantee for the Payment of Obligations of Commercial Banks". The changes consist of, among others, the responsibility of accepting payments for the guarantee premium was transferred from the Indonesian Bank Restructuring Agency to the Government Guarantee Implementation Unit (UP3).

In accordance with Regulation No. 17/PMK.05/2005 dated March 3, 2005 of the Ministry of Finance, starting April 18, 2005, commercial bank obligations guaranteed by the Government Guarantee Program include demand deposits, saving deposits, time deposits and borrowings from other banks in the form of inter-bank money market transactions.

The Government Guarantee Program through UP3 ended on September 22, 2005 based on Regulation No. 68/PMK.05/2005 dated August 10, 2005 of the Ministry of Finance regarding the "Calculation and Payment of Premium on Government Guarantee Program on the Payment of Obligations of Commercial Banks" for the period of July 1 up to September 21, 2005. The Government established the Indonesia Deposit Insurance Corporation (LPS), an independent agency, to replace UP3 based on Law No. 24 of 2004 dated September 22, 2004 regarding "Deposit Insurance Corporation", in order to provide guarantees on public funds including funds from other banks in the form of demand deposits, time deposits, certificates of deposits, saving deposits and/or other similar forms.

Based on LPS regulation No. 1/PLPS/2006 dated March 9, 2006 regarding "Government Guarantee Program on Saving Account", the balance of saving accounts guaranteed for each customer has a maximum of Rp100 million.

(Expressed in millions of Rupiah, unless otherwise stated)

### 45. GOVERNMENT GUARANTEE ON OBLIGATIONS OF COMMERCIAL BANKS (continued)

In accordance with Government Regulation No. 66 of 2008, dated October 13, 2008 regarding "The Amount of Public Savings Guaranteed by the Indonesia Deposit Insurance Corporation", the total amount of customers' saving accounts in banks which is guaranteed by the Government has increased to Rp2 billion, from the previous Rp100 million, effective on the date stated above.

#### 46. REVISED STATEMENTS OF FINANCIAL ACCOUNTING STANDARDS

The following summarizes the revised Statements of Financial Accounting Standards (SFAS) which were issued by the Financial Accounting Standards Board (FASB) and are relevant to BRI and its Subsidiaries, effective on or after January 1, 2013:

- a. SFAS 38 (Revised 2012) "Business Combinations Entities". This revised SFAS prescribes the accounting treatment for business combinations under common control and applied to business combinations under common control that meet the requirements in SFAS 22 "Business Combinations", both for recipient and withdrawal entity.
- b. Amendment to Financial Accounting Standard for SFAS No.60 "Financial Instrument": Disclosure. The Financial Accounting Standard prescribes qualitative disclosure, in the context of qualitative disclosures that enable financial statements users to correlate the related disclosures, in order for the financial statements users to comprehend the overall perspective on the risk's characteristics and level resulting from the financial instrument. Interaction between qualitative and quantitative disclosures results in information disclosure that enable financial statement users to better evaluate entity risk exposure.
- c. Revocation SFAS No. 10, "Revocation of SFAS No. 51": Accounting for Quasi Reorganization.

Currently BRI and Subsidiaries are in the process of evaluating and have not determined the impact of the revised, amended and revoked SFAS on the consolidated financial statements.

### **47. OTHER DISCLOSURES**

a. Capital Adequacy Ratio (CAR)

CAR is the ratio of capital to Risk Weighted Assets (RWA), the computation is based on Bank Indonesia Regulation No. 10/15/PBI/2008 dated September 24, 2008, whereby the total capital for credit risk consists of core capital and supplementary capital. Banks which meet certain criteria have to consider market and operational risk in the computation of CAR by including additional supplementary capital component.

On December 31, 2012 BRI has not implemented PBI No.14/18/PBI/2012 dated November 28, 2012 on Minimum Capital Reserve for General Bank based on Risk Profile Rating, which is the amendment to PBI No.10/15/2008 dated September 24, 2008, as the aforementioned regulation is initially effective March 2013 reporting position by using December 2012 risk profile.

(Expressed in millions of Rupiah, unless otherwise stated)

### 47. OTHER DISCLOSURES (continued)

### a. Capital Adequacy Ratio (CAR) (continued)

CAR of BRI (Parent Entity) as of December 31, 2012 amounted to 17.03% (unaudited) for the CAR credit risk and operational risk and 16.95% (unaudited) for credit risk, market risk and operational risk, at 31 December 2011 amounted to 15.08% (unaudited) for the CAR credit risk and operational risk and 14.96% (unaudited) for credit risk, market risk and operational risk, while on December 31, 2010 was 13.85% (unaudited) for the CAR credit risk and operational risk and 13.76% (unaudited) for credit risk, market risk and operational risk are calculated as follows:

2012	2011	2010
51,593,002 3,540,675	38,215,079 3,600,909	27,673,231 4,037,358
55,133,677	41,815,988	31,710,589
259,490,149 64,207,405	224,304,622 52,998,112	201,883,081 27,130,913
<b>323,697,554</b> 1,654,474	<b>277,302,734</b> 2,299,908	<b>229,013,994</b> 1,433,038
325,352,028	279,602,642	230,447,032
17.03% 16.95%	15.08% 14.96%	13.85% 13.76%
8.00%	8.00%	8.00%
	51,593,002 3,540,675 <b>55,133,677</b> 259,490,149 64,207,405 <b>323,697,554</b> 1,654,474 <b>325,352,028</b> 17.03% 16.95%	51,593,002       38,215,079         3,540,675       3,600,909         55,133,677       41,815,988         259,490,149       224,304,622         64,207,405       52,998,112         323,697,554       277,302,734         1,654,474       2,299,908         325,352,028       279,602,642         17.03%       15.08%         16.95%       14.96%

Presented by excluding deferred tax assets according to Bank Indonesia Regulation No. 10/15/PBI/2008 dated September 24, 2008.

#### b. Non-Performing Loans (NPL) Ratio

As of December 31, 2012, 2011 and 2010, BRI's non-performing loans ratio including Sharia receivables and financing are as follows:

#### (i) Consolidated

	2012	2011	2010
Gross NPL ratio	1.83%	2.32%	2.79%
Net NPL ratio	0.38	0.51	0.75

Presented after deducting the amortization of Subordinated Bonds during the period according to Bank Indonesia Letter No. 12/18/DPB1/TPB1-3 dated February 11, 2010.

Credit risk dated December 31, 2012 calculated according to Bank Indonesia Form Letter No. 13/6/DPNP dated February 18, 2011 where the calculation of RWA using standard approach effective January 2, 2012.
\*\*\*\*) Operational risk is only included in 2010 according to Bank Indonesia Form Letter No. 11/3/DPNP dated January 27, 2009.

(Expressed in millions of Rupiah, unless otherwise stated)

#### 47. OTHER DISCLOSURES (continued)

#### b. Non-Performing Loans (NPL) Ratio (continued)

As of December 31, 2012, 2011 and 2010, BRI's non-performing loans ratio including Sharia receivables and financing are as follows (continued):

#### (ii) BRI (Parent Entity)

	2012	2011	2010
Gross NPL ratio	1.78%	2.30%	2.78%
Net NPL ratio	0.34	0.42	0.74

Net NPL ratio is calculated based on NPL after deducting the minimum allowance for possible losses divided by the total loans amount in accordance with Bank Indonesia regulations.

### c. Custodian Operations and Selling Agent

BRI rendered custodian services since 1996 based on its operating license through Bapepam Chairman Decision Letter No. 91/PM/1996 dated April 11, 1996 and was also selected as the Sub-Registry in conducting of Government bonds transactions and administration of Scriptless Certificates of Bank Indonesia by Bank Indonesia.

The custodian services business is a part of the Treasury Division, which provides services such as:

- Safekeeping, administration services and portfolio valuation;
- Transaction settlement (settlement/transaction handling) services;
- Income collection services, including the related tax payments;
- Corporate actions and proxy services;
- Information and reporting services, including information through website;
- Custodian Unit Link services, DPLK, KIK EBA; and
- On-line Brokerage services of BRI's shares.

BRI has (unaudited) 91 (ninety one), 83 (eighty three) and 69 (sixty nine) customers as of December 31, 2012, 2011 and 2010, respectively, which mainly consist of pension funds, financial institutions, securities companies, insurance companies, mutual funds and other companies.

The custodian fees earned (unaudited) for the years ended December 31, 2012, 2011 and 2010 amounted to Rp18,015, Rp11,050 and Rp11,340, respectively.

In order to improve services to customers, BRI Custodian currently provides information system accessible through the "Customer Information E-access" website, in order to provide more convenience to customers in obtaining information on their portfolio value.

BRI, who acts as a custodian Bank, coordinates with PT Asuransi Jiwa Bringin Jiwa Sejahtera, in developing "Unit Link" products which will be marketed through BRI Branch Offices, which are appointed as the selling agents.

#### d. Trustee Agent Operations

BRI rendered trust services since 1990. The operating license of BRI for trust services was granted by the Ministry of Finance based on its Decision Letter No. 1554/KMK.013/1990 dated December 6, 1990 and registered in Bapepam in conformity with its Operating License as Trust Services No. 08/STTD-WA/PM/1996 dated June 11, 1996.

These consolidated financial statements are originally issued in the Indonesian language.

### PT BANK RAKYAT INDONESIA (PERSERO) Tbk AND SUBSIDIARIES NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS Years Ended December 31, 2012, 2011 and 2010

(Expressed in millions of Rupiah, unless otherwise stated)

### 47. OTHER DISCLOSURES (continued)

d. Trustee Agent Operations (continued)

The trust services business is a part of the Treasury Division which provides services such as:

- Trust services
- · Security agent
- · Payment agent
- · Sinking fund agent
- Selling agent of mutual funds and investment products.

BRI has (unaudited) 17 (seventeen), 15 (fifteen) and 13 (thirteen) customers as of December 31, 2012, 2011 and 2010, respectively. The total value of bonds issuance on behalf of bonds issuers managed by BRI as part of its trust services (including security agents) (unaudited) amounted to Rp42,656,506, Rp27,264,603 and Rp24,983,653 as of December 31, 2012, 2011 and 2010, respectively.

The fees and commissions on trust services and other related services (payment agent) (unaudited) earned for the years ended December 31, 2012, 2011 and 2010 amounted to Rp5,142, Rp3,970 and Rp4,414, respectively.

To comply with Bapepam-LK Regulation No. Kep-11/BL/2006 dated August 30, 2006 on "Mutual Funds Selling Agent Behavior", the selling agent services function previously performed by the custodian has been transferred to the Trustee Agent.

The total income from services as mutual funds and government retail bonds agent (unaudited) amounted to Rp2,957, Rp1,540 and Rp1,673, for the years ended December 31, 2012, 2011 and 2010, respectively.

### 48. EARNINGS PER SHARE

The following presents the reconciliation of factors in the computation of basic and diluted earnings per share (EPS) attributable to the owners of Parent Entity:

		2012	
	Income for the year attributable to the owners of Parent Entity	Weighted average number of outstanding common shares	Income for the year attributable to the owners of Parent Entity per share (Full Rupiah)
Income for the year attributable to the owners of Parent Entity	18,680,884	23,982,840,849	778.93
		2011	
	Income for the year attributable to the owners of Parent Entity	Weighted average number of outstanding common shares	Income for the year attributable to the owners of Parent Entity per share (Full Rupiah)
Income for the year attributable to the owners of Parent Entity	15,082,939	23,982,840,849	628.91

These consolidated financial statements are originally issued in the Indonesian language.

### PT BANK RAKYAT INDONESIA (PERSERO) Tbk AND SUBSIDIARIES NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS Years Ended December 31, 2012, 2011 and 2010

(Expressed in millions of Rupiah, unless otherwise stated)

### 48. EARNINGS PER SHARE (continued)

The following presents the reconciliation of factors in the computation of basic and diluted earnings per share (EPS) for Parent Entity (continued):

		2010	
	Income for the year attributable to the owners of Parent Entity	Weighted average number of outstanding common shares	Income for the year attributable to the owners of Parent Entity per share (Full Rupiah)
Income for the year attributable to the owners of Parent Entity	44 472 205	22 002 040 050	478.36
to the owners of Parent Entity	11,472,385	23,982,840,850	4/0.30

#### 49. COMPLETION OF THE CONSOLIDATED FINANCIAL STATEMENTS

The management of BRI is responsible for the preparation of these consolidated financial statements which were completed and authorized for issue on January 23, 2013.

### Press Release 2012

### January

No.	Date	Activities
1	January 4, 2012	New year, BRI loan interest rate decreases again
2	January 4, 2012	BRI finance IDR 5.7 trillion for PUSRI Holding
3	January 7, 2012	BRI e-BUZZ mobile outlet present in Solo
4	January 8, 2012	BRIZZI launch 2012 takes place in Bali
5	January 16, 2012	BRI disbursed loan to PGN
6	January 16, 2012	PNPM (National Program of Community Empowerment Service) – BRI cultivates urban funding pilot project
7	January 28, 2012	E-Buzz present in Palembang

### February

No.	Date	Activities
1	February 6, 2012	BRI clarifies PGNI issue
2	February 7, 2012	BRI SMS Banking targets 5 million transactions
3	February 7, 2012	BRI supports Fisheries Industry and National Marine Affairs
4	February 21, 2012	5.4 million people benefit from BRI KUR
5	February 28, 2012	BRI Performance Statement, Quarter 4, 2011

### March

No.	Date	Activities
1	March 1, 2012	BRI base lending rate decrese in one month
2	March 7, 2012	BRI sends more than 162 customers to liven up Adikriya Indonesia 2012,
3	March 8, 2012	BRI facilitates national bazaar of cash management and operational finance transactions
4	March 10, 2012	Sponsoring NBL, BRI targets the acquisition of 500 new BRIZZI cards
5	March 11, 2012	BRIZZI FUNBIKE meet and greet in Makassar
6	March 14, 2012	BRI- Kemenpera (Public Housing Ministry) renovates the houses of under privileged citizens in Yogyakarta
7	March 28, 2012	BRI Annual General Shareholders Meeting2012
8	March 30, 2012	BRI links with five ministries to increase the National Program of Community Empowerment Service
9	March 31, 2012	BRI targets 500 new BRIZZI cards from basketball fans in Jakarta

### April

No.	Date	Activities
1	April 3, 2012	Linking with Perumnas (State-Owned Housing Developer), BRI urges cheap housing for the public
2	April 3, 2012	Linking with Gajah Mada University (UGM), BRI launches the BRI Entrepreneurial Program
3	April 5, 2012	BRI launches Transfer Lounge, BRI links with Angkasa Pura II
4	April 10, 2012	Floriade Venlo Exhibition
5	April 15, 2012	BRI provides coastal communities with 35,000 Sembako (nine basic human commodities)
6	April 21, 2012	After Jakarta, BRIZZI targets basketball fans in Yogyakarta
7	April 23, 2012	BRI targets the market at Ratu Indah Mall, Makassar
8	April 24, 2012	BRI Bank supports Rp225 billion Telkom Vision expansion
9	April 25, 2012	Untung Beliung Britama Lottery simultaneously held in 16 cities
10	April 27, 2012	16.12% growth, BRI Mikro Credit still leads
11	April 27, 2012	BRI supplies Rp1.5 trillion credit for Petrokimia

May		
No.	Date	Activities
1	May 1, 2012	Big business opportunity in Korea, BRI connects with the Bank of Korea
2	May 4, 2012	BRI opens the 14 <sup>th</sup> Priority Service in Yogyakarta
3	May 5, 2012	BRIZZI helps resolve queue at the Prambanan Temple entrance
4	May 9, 2012	Increasing KUR Monitoring, BRI-Askrindo-Jamkrindo integrate Information Technology (IT)
5	May 24, 2012	Congratulations to 37 children from East Indonesia who received the BRI Bank intelligence archipelago scholarship
6	May 24, 2012	To introduce others to Indonesia's nature and culture, BRI supports the Borobudur Interhash 2012 event
7	May 27, 2012	BRI Bank is satisfied with the Borobudur Interhash event success
8	May 29, 2012	Who will be the winner who will go to Movie World, Dream World, Seaworld and Sydney?

### June

No.	Date	Activities
1	June 1, 2012	BRI leads Rp1.937 trillion Gempol-Pasuruan toll road syndication
2	June 14, 2012	BRI strengthens foreign export results management
3	June 18, 2012	Since 2009, KUR BRI Mikro jumps to Rp8.2 trillion
4	June 20, 2012	BRI Touch returns to present Jason Mraz in concert
5	June 21, 2012	4 keys to success of the KUR Mikro BRI fluctuation

### July

No.	Date	Activities
1	July 6, 2012	BRI minimizes opportunity for criminal activity in its banking services
2	July 8, 2012	BRI invites journalist's families to Preserve the Environment,
3	July 9, 2012	Information regarding BRI CSR can be found at www.banggaberindonesia.com
4	July 12, 2012	Ahead of Ramadhan, 10,623 BRI ATMs distribute Rp25 trillion
5	July 13, 2012	Good news, BIG (Geospatial Information Agency) employees can take their salary from BRI
6	July 16, 2012	Opened by the President, BRI sends eight established UKM (Small and Medium Enterprises) to the IFIS (International Flight Inspection Symposium) Expo
7	July 27, 2012	BRI performance explanation; Quarter 2, 2012

### August

No.	Date	Activities
1	August 10, 2012	Attended by the President, BRI breaksfast together with 3,500 orphans
2	August 13, 2012	Want a comfortable journey home? Don't forget the eight types of BRI services
3	August 14, 2012	These are the six BRI free routes back home
4	August 15, 2012	Supporting Jakarta Fashion Week 2013, BRI promotes creative industry
5	August 23, 2012	BRI customers draw Rp14.694 trillion in cash over the Lebaran holiday period
6	August 30, 2012	BRI supports Pelindo IV Investment 2012

### September

No.	Date	Activities
1	September 5, 2012	BRI is not only the most productive, but also more efficient
2	September 5, 2012	Increasing 26%, BRI's generous contributions reach Rp311.1 trillion
3	September 10, 2012	BRI-TNI AL (Navy) helps neglected villages with Smart Ship
4	September 12, 2012	An enthusiastic supporter of sports, BRI hopes for a successful PON (National Sports Week) XVIII in Riau
5	September 12, 2012	BRI launches BRITAMA Plan
6	September 13, 2012	BRI supports food security credit
7	September 19, 2012	Driving the fashion Industry, BRI supplies Rp. 8.1 trillion credit

### October

No.	Date	Activities
1	October 1, 2012	SRI supplies scholarships for 384 Army Strategy Reserve Command boys and girls
2	October 12, 2012	BRI-Indosat work together to improve services
3	October 17, 2012	Highest food credit growth
4	October 24, 2012	Ushering in Jakarta Fashion Week 2012, BRI spurs development of the fashion industry
5	October 31, 2012	BRI performance statement for Quarter 3, 2012

### November

No.	Date	Activities
1	November 2, 2012	Life gets more practical and easier with "BRI Mobile"
2	November 3, 2012	BRI helps Jakarta Fashion Week return to success
3	November 8, 2012	BRI Sponsors Jakarta Fashion Week
4	November 28, 2012	BRI's five-year performance spikes
5	November 29, 2012	With a broadening network, BRI non-interest income increases
6	November 29, 2012	BRI provides credit investment and a non-cash loan facility to Perum Peruri (Indonesian state banknote printers)
7	November 29, 2012	BRI supports the optimization of PT Geo Dipa Energy's Geothermal Power Plant 2012

### December

No.	Date	Activities
1	December 16, 2012	Under the theme "Touch of Betawi", Sunday Fest livens up BRI 117 anniversary
2	December 17, 2012	Millennium Challenge Account-Indonesia (MCA-I)
3	December 19, 2012	Mitratel gets disbursement from BUMN (State-Owned Enterprises) Banking
4	December 19, 2012	BRI ready to serve Jamsostek participants
5	December 20, 2012	BRI-Telkom signs 55 business cooperations
6	December 20, 2012	13.600 BRI ATMs prepare Rp.11.424 trillion
7	December 23, 2012	State Minister sends off 32,000 BRI employees on health walk

# Correspondence with Bapepam-LK and the Indonesia Stock Exchange (IDX)

### Outgoing Letter to Bapepam-LK and the Indonesia Stock Exchange (IDX)

Month	No	Letter	No.	Sent to	Description
		Number	Date		
January	1	B.12-SKP/DHI/01/2012	January 6, 2012	IDX	PT Agroniaga Bank Tbk Share Transfer Progress Report
	2	B.13-SKP/DHI/01/2012	January 6, 2012	Bapepam-LK	PT Agroniaga Bank Tbk Share Transfer Progress Report
	3	B.15-SKP/DHI/01/2012	January 6, 2012	IDX	Monthly Report of Shareholders Registration
February	1	B.63-SKP/DHI/02/2012	February 3, 2012	Bapepam-LK	PT Agroniaga Bank Tbk Share Transfer Progress Report
	2	B.64-SKP/DHI/02/2012	February 3, 2012	IDX	PT Agroniaga Bank Tbk Share Transfer Progress Report
	3	B.65-SKP/DHI/02/2012	February 7, 2012	Bapepam-LK	Affiliated transaction report
	4	B.67-SKP/DHI/02/2012	February 8, 2012	IDX	Monthly Report of Shareholders Registration
	5	B.85-SKP/DHI/02/2012	February 27, 2012	IDX	BRI AGM (Annual General Meeting) 2012 Announcement
	6	B.86-SKP/DHI/02/2012	February 27, 2012	Bapepam-LK	BRI AGM (Annual General Meeting) 2012 Announcement
	7	B.87-SKP/DHI/02/2012	February 27, 2012	Bapepam-LK	Proof of Advertisement of BRI AGM (Annual General Meeting) 2012 Announcement
	8	B.88-SKP/DHI/02/2012	February 27, 2012	IDX	Proof of Advertisement of BRI AGM (Annual General Meeting) 2012 Announcement
	9	B.91-SKP/DHI/02/2012	February 29, 2012	IDX	BRI Financial Statement 2011
	10	B.92-SKP/DHI/02/2012	February 29, 2012	IDX	Proof of Financial Statements 2011Announcement
	11	B.93-SKP/DHI/02/2012	February 29 , 2012	IDX	BRI Financial Statement 2011
	12	B.94-SKP/DHI/02/2012	February 29, 2012	Bapepam-LK	Proof of Financial Statements 2011Announcement
	13	B.95-SKP/DHI/02/2012	February 29, 2012	Bapepam-LK	Affiliated Transaction Report
	14	B.145-DIR/SKP/02/2012	February 29, 2012	Bapepam-LK	BRI Financial Statement as of December 31st, 2011 (Audited)
	15	B.146-DIR/SKP/02/2012	February 29, 2012	IDX	BRI Financial Statement as of December 31st, 2011 (Audited)
March	1	B.101-SKP/DHI/03/2012	March 6, 2012	Bapepam-LK	Disclosure of information regarding BRI Financial Statement 2011
	2	B. 166-DIR/SKP/03/2012	March 12, 2012	Bapepam-LK	Revised agenda for BRI AGM (Annual General Meeting) 2012
	3	B.105-SKP/DHI/03/2012	March 12, 2012	IDX	Monthly Report of Shareholders registration
	4	B.109-SKP/DHI/03/2012	March 13, 2012	Bapepam-LK	PT Bank Rakyat Indonesia (Persero) Tbk Annual Report 2011

Month	No	Letter	· No	Sent to	Description
		Number	Date		
	5	B.110-SKP/DHI/03/2012	March 13, 2012	IDX	PT Bank Rakyat Indonesia (Persero) Tbk Annual Report 2011
	6	B.111-SKP/DHI/03/2012	March 13, 2012	Bapepam-LK	Proof of AGM (Annual General Meeting) 2012 Summons
	7	B.112-SKP/DHI/03/2012	March 13, 2012	IDX	Proof of AGM (Annual General Meeting) 2012 Summons
	8	B.113-SKP/DHI/03/2012	March 13, 2012	IDX	BRI AGM (Annual General Meeting) 2012 Summons
	9	B.114-SKP/DHI/03/2012	March 13, 2012	Bapepam-LK	BRI AGM (Annual General Meeting) 2012 Summons
	10	B.115-SKP/DHI/03/2012	March 14, 2012	Bapepam-LK	Proof of Advertisement of BRI Subordinated Bond II Issuance in 2009 by PT Fitch Ratings Indonesia
	11	B.116-SKP/DHI/03/2012	March 14, 2012	IDX	Proof of Advertisement of BRI Subordinated Bond II Issuance in 2009 by PT Fitch Ratings Indonesia
	12	B.117-SKP/DHI/03/2012	March 14, 2012	Bapepam-LK	BRI Subordinated Bond II's Rating Agency in 2009
	13	B.118-SKP/DHI/03/2012	March 14, 2012	IDX	BRI Subordinated Bond II's Rating Agency in 2009
	14	B.122-SKP/DHI/03/2012	March 14, 2012	IDX	Confirmation of Demand Response Exchange
	15	B.145-SKP/DHI/03/2012	March 30, 2012	Bapepam-LK	Announcement of schedule and procedures of dividend payout
	16	B.146-SKP/DHI/03/2012	March 30, 2012	IDX	Announcement of schedule and procedures of dividend payout
	17	B.148-SKP/DHI/03/2012	March 30, 2012	Bapepam-LK	BRI AGM (Annual General Meeting) 2012 Implementation report
	18	B.149-SKP/DHI/03/2012	March 30, 2012	IDX	BRI AGM (Annual General Meeting) 2012 Implementation report
	19	B.150-SKP/DHI/03/2012	March 30, 2012	Bapepam-LK	Proof of advertising of BRI AGM (Annual General Meeting) 2012 Implementation report
	20	B.151-SKP/DHI/03/2012	March 30, 2012	IDX	Proof of advertising of BRI AGM (Annual General Meeting) 2012 Implementation report
April	1	B.156-SKP/DHI/04/2012	April 10, 2012	IDX	Monthly Report of Shareholders registration
	2	B.172-SKP/DHI/04/2012	April 18,2012	Bapepam-LK	PT Agroniaga Bank Tbk Shares Retransfer Progress Report
	3	B.180-SKP/DHI/04/2012	April 27, 2012	IDX	BRI Financial Statement of Quarter 1 2012
	4	B.181-SKP/DHI/04/2012	April 27, 2012	IDX	BRI Financial Statement of Quarter 1 2012
	5	B.182-SKP/DHI/04/2012	April 27, 2012	Bapepam-LK	Proof of Announcement of BRI Financial Statement of Quarter 1 2012
	6	B.183-SKP/DHI/04/2012	April 27, 2012	IDX	Proof of Announcement of BRI Financial Statement of Quarter 1 2012
	7	B.374-DIR/SKP/04/2012	April 27, 2012	Bapepam-LK	BRI Financial Statement as of March 31, 2012

Month	No	Letter No.		Sent to	Description
		Number	Date		
May	1	B.197-SKP/DHI/05/2012	May 9, 2012	IDX	Monthly Report of Shareholders registration
June	1	B.226-SKP/DHI/06/2012	June 11, 2012	IDX	Monthly Report of Shareholders registration
July	1	B.244-SKP/DHI/07/2012	July 10, 2012	IDX	Monthly Report of Shareholders registration
	2	B.259-SKP/DHI/07/2012	July 27, 2012	IDX	BRI Financial Statement of Quarter 2 2012
	3	B.260-SKP/DHI/07/2012	July 27, 2012	IDX	BRI Financial Statement of Quarter 2 2012
	4	B.261-SKP/DHI/07/2012	July 27, 2012	Bapepam-LK	Proof of Advertisement of BRI Financial Statement of Quarter 2 2012
	5	B.262-SKP/DHI/07/2012	July 27, 2012	IDX	Proof of advertisement of BRI Financial Statement of Quarter 2 2012
August	1	B.285-SKP/DHI/08/2012	August 8, 2012	IDX	Monthly Report of Shareholders registration
September	1	B.285-SKP/DHI/09/2012	September 11, 2012	IDX	Monthly Report of Shareholders registration
October	1	B.310-SKP/DHI/10/2012	October 9, 2012	IDX	Monthly Report of Shareholders registration
	2	B.321-SKP/DHI/10/2012	October 25, 2012	Bapepam-LK	PT BRI Ranking
	3	B.322-SKP/DHI/10/2012	October 25, 2012	Bapepam-LK	Submission of Proof of Advertising
	4	B.325-SKP/DHI/10/2012	October 30, 2012	Bapepam-LK	Change of Name of Subsidiaries
	5	B.327-SKP/DHI/10/2012	October 31, 2012	IDX	BRI Financial Statement of Quarter 3 2012
	6	B.328-SKP/DHI/10/2012	October 31, 2012	IDX	BRI Financial Statement of Quarter 3 2012
	7	B.329-SKP/DHI/10/2012	October 31, 2012	IDX	Proof of advertisement of BRI Financial Statement of Quarter 3 2012
	8	B.330-SKP/DHI/10/2012	October 31, 2012	Bapepam-LK	Proof of advertisement of BRI Financial Statement of Quarter 3 2012
November	1	B.332-SKP/DHI/11/2012	November 9, 2012	IDX	Public Expose Plan
	2	B.333-SKP/DHI/11/2012	November 9, 2012	IDX	Monthly Report of Shareholders registration
	3	B.343-SKP/DHI/11/2012	November 23, 2012	Bapepam-LK	Data of BRI's Debt/Obligation in foreign exchange
	4	B.344-SKP/DHI/11/2012	November 23, 2012	IDX	Submission of Public Expose Materials
	5	B.352-SKP/DHI/11/2012	November 30, 2012	IDX	Public Expose Implementation Report
December	1	B.360-SKP/DHI/12/2012	December 11, 2012	IDX	Monthly Report of Shareholders registration
	2	B.362-SKP/DHI/12/2012	December 18, 2012	Bapepam-LK	Data of BRI's Debt/Obligation in foreign exchange

Month	No	lo Letter Number		Sent from	Matter	
		Number	Date			
January	1	S.00557/BEI/PPS/ 01-2012	January 26, 2012	IDX	Recall the submission of Ranking Report and The use of IPO Funds Report	
April	2	S. 3829/BL/2012	April 12, 2012	Bapepam-LK	Participation in Annual Report Awards 2012	
	3	S.01139/BEI/SPI/ 02-2012	April 25, 2012	IDX	PT BEI Customer Satisfaction Survey	
May	4	S.0211/BEI/PPU/ 05/2012	May 10, 2012	IDX	Invitation to the Presentation of Capital Mar- ket Awards 2012 Nomination	
	5	S-03513/BEI/PSH/ 05/2012	May 22, 2012	IDX	Policy on implementation of correction/cancellation of IDX transactions in market negotiation and trade handling guide at IDX	
August	6	S.9403/BL/2012	August 28, 2012	Bapepam-LK	Bapepam-LK Customer Satisfaction Survey Stage 3	
September	7	S.06358-BEI.PMR/ 09/2012	September 18, 2012	IDX	Confirmation of availability to deliver Company Presentation and Press Conference at Investor Summit 2012	
	8	00468/BEI/09-2012	September 21, 2012	IDX	Invitation of socialization and refreshing on Asset-Backed Securities listing rules	
October	9	S.06453/BEI/PSH/ 09/2012	October 1, 2012	IDX	IDX Holiday Calendar for 2012	
	10	S.07323-BEI/PMR/ 10-2012	October 30, 2012	IDX	Invitation of Technical Meeting Presentation at Investor Summit 2012	

## Bapepepam LK Reference

Criter	ria	Description	Pages
I. GEN	NERAL		
1.	Written in good and correct Indonesian, and it is recommended to present the report in English as well		
2.	Printed with good quality, using readable type and size of font.		
3.	Corporate identity should be stated clearly	Company name and year of annual report on: 1. Front cover 2. Side cover 3. Back cover 4. Every page	
4.	Posted in the Company's website		
II. FIN	IANCIAL HIGHLIGHTS		
1.	Financial information in comparative form over a period of three financial years or since operation commence date if company has been operational less than three years	Information covers at least: 1. Sales/operating income 2. Profit (loss) 3. Comprehensive total profit (loss) 4. Profit (loss) per share	12
2.	Financial information in comparative form over a period of three financial years or since operation commence date if company has been operational less than three years	Information includes: 1. Net working capital 2. Total investment in associates and/or joint ventures 3. Total assets 4. Total liabilities 5. Total equity	12-13
3.	Financial ratios in comparative form over a period of three financial years or since operation commence date if company has been operational less than three years.	Information includes five general ratios that are relevant to company's business.	12
4.	Share price in table and graph.	<ol> <li>Information in tables and graphs depicts:</li> <li>Number of shares in circulation</li> <li>Market capitalization;</li> <li>Highest, lowest and closing share prices; and</li> <li>Share transaction volume for every quarter in the last two financial years (if any).</li> </ol>	66

Criteri	ia	Description	Pages
5.	Information on total bonds, sukuk or convertible bonds outstanding in the last two financial years.	Information describes: 1. Total outstanding bonds/sukuk/convertible bonds 2. Coupon rate 3. Maturity date 4. Bond/sukuk rating	67
III. BO	ARD OF COMMISSIONERS AND DIRECTORS	REPORT	
1.	Board of Commissioners Report	<ol> <li>Information includes:</li> <li>Evaluation of Board of Directors performance</li> <li>Review of business prospects stated by Board of Directors</li> <li>Changes in Board of Commissioners composition (if any)</li> </ol>	24 24 29
2.	Board of Directors Report	Contains the following information:  1. Analysis of company performance: strategic policy, comparison of result and target, problems facing the company  2. Business prospects  3. Good corporate governance practice  4. Changes in Board of Directors composition (if any)	34-36 39-41 37-38 29
3.	Signatures of Board of Commissioners and Board of Directors members	Provides the following information:  1. Signatures are printed on a separate sheet  2. Statement of Board of Commissioners   and Board of Directors that they are fully   responsible for the validity of annual report  3. Signatures, names and positions of all   members of Board of Commissioners and   Board of Directors  4. Separate written statement of any   member of Board of Commissioners or   Board of Directors not signing the report,   or separate written statement of other   members in case there is no explanation   from the member who does not sign the   report.	44-45
IV. CO	PRPORATE PROFILE		
1.	Name and address	Information includes name, address, postal code, telephone and/or fax number (s), e-mail and website	48
2.	Brief history	Description includes date of establishment, name and change of name (if any)	50-51

Criter	ia	Description	Pages
3.	Line of business	Description regarding: 1. line of business in accordance with articles of association 2. products or services provided	48, 54-55
4.	Organization structure	In the form of chart, depicting names and positions at least to one level below board of directors.	60-61
5.	Vision and mission	<ol> <li>Elaborates on:</li> <li>Corporate vision and mission</li> <li>Statement that corporate vision and mission are approved by Board of Directors/Board of Commissioners</li> </ol>	52-53
6.	Identity and brief curriculum vitae of Board of Commissioners Members	Information includes: 1. Name 2. Position (incl. position in any other company or institution) 3. Age 4. Education 5. Working experience 6. Date of first appointment as member of Board of Commissioners	318-321
7.	Identity and brief curriculum vitae of Board of Directors members	<ol> <li>Information includes:</li> <li>Name</li> <li>Position (incl. position in any other company or institution)</li> <li>Age</li> <li>Education</li> <li>Working experience</li> <li>Date of first appointment as member of Board of Directors</li> </ol>	322-325
8.	Total employees (two-year comparison) and description of potential development (e.g. education	Information describes:  1. Number of employees in each organization level	84
	and training)	Number of employees in each education level	84
		Accomplished training reflecting equal opportunity for all employees	81
		Total costs incurred	81

Criter	ia	Description	Pages
9.	Shareholding composition	<ol> <li>Information includes among other things:</li> <li>Name of shareholders owning 5% or more ownership</li> <li>Directors and Commissioners owning shares</li> <li>Public shareholders each owning less than 5% and the percentage of their ownership</li> </ol>	70 240, 250 70
10.	Subsidiaries and/or affiliates	<ol> <li>Information contains at least:</li> <li>Name of subsidiaries/affiliates</li> <li>Percentage of share ownership</li> <li>Core business of subsidiaries/ affiliates</li> <li>Operating status of subsidiaries/ affiliates (operational or non operational)</li> </ol>	62
11.	Company Group Structure	Structure describes the subsidiary, affiliates, joint ventures, special purpose vehicle (SPV) or statement of not owning any group	60-62
12.	Share listing chronology	<ol> <li>Information describes at least:</li> <li>Share listing chronology</li> <li>Corporate action affecting total number of shares</li> <li>Changes of share total number from initial listing to end of financial year</li> <li>Name of bourse(s) where company shares are listed</li> </ol>	68-69
13.	Other securities listing chronology	Description includes among other things:  1. Other securities listing chronology 2. Corporate action affecting total number of other securities 3. Changes of securities total number from initial listing to end of financial year 4. Name of bourse(s) where securities are listed Securities rating	73
14.	Name & address of capital market institutions and professionals	Information with regard to: 1. Name & address of Share Registrar 2. Name & address of public Accountant 3. Office name & address of Rating Agency	63

Criter	ia	Description	Pages
15.	Awards and/or certifications received by company at national and international level	Information includes, among other things:  1. Name of award and/or certification  2. Year awarded  3. Agency issuing the award and/or certification  4. Validity period (for certification)	16-17
16.	Name and address of subsidiaries or branches or representative offices (if any)		330-332
V. MA	NAGEMENT DISCUSSION AND ANALYSIS		
1.	Review of business operations per business segment	Contains information on:  1. Production or business activity 2. Increase/decrease of production capacity 3. Sales/operating income 4. profitability of each business segment presented in financial statement, if any	158-181
2.	Description of financial performance	Comparative financial analysis of current and previous years (in narration and table), covering:  1. Current assets, non-current assets, total assets  2. Current liabilities, non-current liabilities, total liabilities  3. Equity  4. Total comprehensive profit (loss) net profit  5. Cash flow	182-196 189-194 194-196 197-198 184-185 198
3.	Discussion and analysis of debt service ratio and turnover rate	Explanation on: 1. Ratio solvability 2. Account receivable collectability ratio	199-200
4.	Discussion of capital structure and capital structure policy	Explanation on: 1. Capital structure 2. Capital structure policies	197 197-198
5.	Material commitment in capital expenditure	Description of: 1. Purpose of commitment 2. Funding sources to honor commitment 3. Currency 4. Action plans to hedge foreign currency risks Note: if company has no commitment in capital expenditure, it should be stated	200-201

Criter	ia	Description	Pages
6.	If financial statement discloses material increase or decrease in net sales/ income, discussion of the extent of such changes if related to total goods or services sold, and whether or not there are new goods or services.	Explanation on:  1. Amount of increase/decrease of net sales/ income  2. Causes of material increase/ decrease of net sales/income related to total goods/services sold	184 186
7.	Comparative information between targets in beginning of financial year and results achieved, also targets or projection for one year to come of revenue, profit, capital structure and others deemed important by company	<ul><li>Information includes, among other things:</li><li>1. Comparison between targets in beginning of financial year and results achieved</li><li>2. Targets or projections for one year to come</li></ul>	201
8.	Material information and fact subsequent to date of accountant report	Description of significant events subsequent to accountant report including the effects on company's future performance and business risk.  Note: if there is no significant event subsequent to accountant report, state so	209
9.	Description of company business prospects	Description of business prospects in relation to industry and general economic condition, with supporting quantitative data from reliable sources	76
10.	Description of marketing aspect	Description of marketing of products and/ or services, covering marketing strategy and market share of the company	86-93, 157
11.	Description of dividend policy, total cash dividend per share and total dividend per year declared and paid for the past two financial years	Description includes: 1. Total cash dividend 2. Total cash dividend per share 3. Payout ratio for each year Note: if no dividend is paid, state the reason	72-73
12.	Application of public offering proceeds (if company is still required to make such report)	Description of the following:  1. Total fund acquired  2. Proposed application of fund  3. Detail of fund application  4. Balance of fund  5. Date of GMS approval for revised fund application, if any	Irrelevant
13.	Material information on investment, expansion, divestment, acquisition or debt/capital restructuring	Information on the following:  1. Purpose of transaction 2. Value of transaction or restructuring 3. Source(s) of fund Note: if there is no such transaction, state so	203, 209

Criter	ia	Description	Pages
14.	Information on material transaction involving conflict of interest and/ or transaction with affiliated parties	Description of the following:  1. Name of party making transaction and nature of affiliation  2. Explanation on transaction fairness  3. Reason for making transaction  4. Realized transaction in current period  5. Company policy in relation to mechanism of transaction review  6. Compliance with related rules and regulations  Note: if there is no such transaction, state so	209
15.	Description of changes in laws and regulations significantly affecting the company	Describe changes in government policy and the effects on the company Note: if there are no significant changes in laws and regulations, state so	204-208
16.	Description of changes in accounting policies	Describe changes in accounting policies, reasons and effects on financial statement Note: if there are no changes in accounting policies, state so	203
VI. G	OOD CORPORATE GOVERNANCE		
1.	Description of Board of Commissioners	Description contains:  1. Board of Commissioners responsibility 2. Procedures of fixing remuneration 3. Remuneration structure showing remuneration components and nominal amount per component for each member of Board of Commissioners 4. Frequency and attendance rate of Board of Commissioners meeting 5. Training program for enhancing Board of Commissioners' competence 6. Disclosure of Board Charter (work guidelines and procedures of Board of Commissioners)	233-237 250-251 253 237-238 239 233-234
2.	Description of Board of Directors	<ol> <li>Description include:</li> <li>Scope of duty and responsibility of each member of Board of Directors</li> <li>Frequency of Board of Directors meeting</li> <li>Attendance rate of Board of Directors meeting</li> <li>Training program for enhancing Board of Directors' competence</li> <li>Disclosure of Board Charter (work guidelines and procedures of Board of Directors)</li> </ol>	241-244 245 245 249 240

Criter	ia	Description	Pages
3.	Assessment of members of Board of Commissioners and Board of Directors	Description with regard to:  1. Assessment process of Board of Commissioners and Board of Directors performance  2. Assessment criteria of Board of Commissioners and Board of Directors performance  3. Name of party making the assessment	240, 250 240, 249- 250 240, 250
4.	Description of remuneration policy for Board of Directors	<ol> <li>Description includes:</li> <li>Procedures of fixing remuneration</li> <li>Remuneration structure showing type and amount of short-term, long-term and post employment benefits for each member of Board of Directors</li> <li>Performance indicator of Board of Directors</li> </ol>	251-252 253 249-250
5.	Information on Principal Shareholders and Controlling Shareholders, either directly or not directly, through to individuals	In the form of chart or diagram.	70
6.	Disclosure of affiliate relation between Board of Commissioners, Directors, and principal shareholders and/or controlling shareholders	<ol> <li>Information includes among other things:</li> <li>Affiliate relation between Board of directors member and other Board of directors member</li> <li>Affiliate relation between Board of directors member and Board of commissioners member</li> <li>Affiliate relation between Board of directors member and Principal shareholder and/or Controlling Shareholder</li> <li>Affiliate relation between Board of commissioners member and other Board of commissioners member</li> <li>Affiliate relation between Board of commissioners member</li> <li>Affiliate relation between Board of commissioners member and Principal shareholder and/or Controlling Shareholder</li> <li>Note: if no such affiliate relation exists, state so</li> </ol>	231-232
7.	Audit Committee	Information includes:  1. Name and position of members 2. Qualification and experience of members 3. Independence of members 4. Duty and responsibility 5. Activity report 6. Audit Committee meeting frequency and attendance rate	254 326 254 254 256 255

Criter	ia	Description	Pages
8.	Nomination and Remuneration Committee	<ol> <li>Description includes:</li> <li>Name, position, brief curriculum vitae of members</li> <li>Independence of members</li> <li>Duty and responsibility</li> <li>Activity report</li> <li>Meeting frequency and attendance rate</li> </ol>	257-327 257 257-258 259 258
9.	Other Committees under Board of Commissioners	<ol> <li>Information covers at least:</li> <li>Name, position, brief curriculum vitae of members</li> <li>Independence of members</li> <li>Duty and responsibility</li> <li>Activity report</li> <li>Other Committees meeting frequency and attendance rate</li> </ol>	260-272, 326
10.	Job and function of Corporate Secretary	Description includes:  1. Name and brief curriculum vitae of Corporate Secretary  2. Activity report	327 272-274
11.	Internal Audit Unit	Description of:  1. Name of head of internal audit unit  2. Total employees of internal audit unit  3. Professional internal audit qualification/ certification  4. Structure and position of internal audit unit  5. Activity report  6. Party appointing/terminating head of internal audit unit	327 284 285 287 285-286 284
12.	Accountant	<ol> <li>Information on:</li> <li>Number of periods accountant has audited company's annual financial statements</li> <li>Number of periods public accountant office has audited company's annual financial statements</li> <li>Amount of audit fee and other attestation fees (if accountant provides attestation concurrently with audit)</li> <li>Other accountant services besides financial audit</li> <li>Note: if no other service exists, state so</li> </ol>	289

Criter	ia	Description	Pages
13.	Description of company's risk management	Description includes:  Risk management system  Evaluation of effectiveness of risk management system  Risks facing the company  Efforts to manage such risks	100, 289 149-150 104-147 100-151
14.	Description of internal control system	<ol> <li>Information includes:</li> <li>Brief report on internal control system, including financial and operational control</li> <li>Explanation on internal control system suitability with internationally acknowledged frameworks/COSO (control environment, risk assessment, control activities, information and communication, and monitoring activities)</li> <li>Evaluation of effectiveness of internal control system</li> </ol>	103, 276 276 276-277
15.	Description of corporate social responsibility related to environment	Description includes information on: 1. Policy 2. Activities 3. Financial effect of environmental program activities, such as usage of recyclable material and ecofriendly energy, waste treatment system, etc. 4. Environmental certification owned by the Company	309
16.	Description of corporate social responsibility related to employment, work safety and health	Information includes:  1. Policy 2. Activities 3. Financial effect of these activities in relation to employment, work safety and health, gender equality and equal opportunity, working facilities, employee turnover, work-related accident rate, training, etc.	306-307
17.	Description of corporate social responsibility related to social and community development	Information covers:  1. Policy 2. Activities 3. Financial effect of these activities in relation to customer's safety and health, product information, means of handling customer complaints, total number of customer complaints settled, etc.	310-311

Criter	ia	Description	Pages
18.	Description of corporate social responsibility in relation to customer	Information covers:  1. Policy 2. Activities 3. Financial effect of these activities in relation to customer's safety and health, product information, means of handling customer complaints, total number of customer complaints settled, etc.	302-305
19.	Description of significant cases faced by the company, subsidiaries, incumbent members of Board of Directors and Board of Commissioners	<ol> <li>Description includes:</li> <li>Subject of cases/claims</li> <li>Status of cases/claims settlement</li> <li>Effects on company's financial condition</li> <li>Administrative penalty imposed on subsidiary, members of Board of Directors and Board of Commissioners, by the related authority (capital market, bank, etc) in the last financial year</li> <li>Note: if there is no significant case, state so</li> </ol>	297
20.	Public access to corporate data and information	Elaboration on availability of public access to corporate data and information, through website, mass media, mailing list, bulletin, analyst meeting, etc.	330-332 274-275
21.	Discussion of code of conduct	Discussion includes: 1. Content of code of conduct 2. Statement that code of conduct is applicable to all organization levels 3. Efforts to implement and enforce code of conduct 4. Statement of corporate culture	288-289 291 291-293 289-293
22.	Elaboration on whistleblowing system	Elaboration on whistle-blowing mechanism:  1. Method of reporting  2. Protection of whistle-blower  3. Handling of reports  4. Party that handles reports  5. Output of reports handled	295 296 296 295 296
VII. FI	NANCIAL INFORMATION		
1.	Statement of Board of Directors regarding its responsibility of financial statement	In conformity with related regulations on Financial Statement	336
2.	Independent auditor's opinion on financial statement		338

Criter	ia	Description	Pages
3.	Description of independent auditor in opinion	Description contains:  1. Name and signature 2. Date of audited report 3. License number of Public Accountant office and license number of Public Accountant	338
4.	Full financial statement	Contains all financial statement elements:  1. Balance sheet 2. Comprehensive income statement 3. Changes in equity report 4. Cash flow report 5. Notes to financial statement 6. Financial statement at the beginning of comparative periods when the company implements accounting policy retrospectively or restates financial statement accounts, or reclassifies financial statement accounts (if applicable).	339 - 342 343-345 346-350 349-350 351-530 362
5.	Disclosure in notes to financial statement when the company implements accounting policy retrospectively or restates financial statement accounts, or reclassifies financial statement accounts	State whether or not there is disclosure according to SFAS	362, 526
6.	Comparison of profitability ratio	Comparison of current and previous year profit (loss)	343, 345
7.	Presentation of cash flow report	In compliance with the following:  1. Classification of activities in three categories: operating, investing and financing activities  2. Usage of direct method in reporting cash	349-350 357
		flow from operating activities  3. Separate presentation of cash income/ expense in current year in operating, investing and financing activities  4. Disclosure of non-cash activities in notes to financial statement	350-358 350

Crite	ria	Description	Pages
8.	Description of accounting policy	<ol> <li>Description contains at least:</li> <li>Statement of compliance with SFAS</li> <li>Basis of financial statement measurement and presentation</li> <li>Recognition of income and expense</li> <li>Fixed assets</li> <li>Financial instruments</li> </ol>	357 357 378 373-375 381
9.	Disclosure of related-party transactions	<ol> <li>Items to be disclosed include:</li> <li>Name of related parties, nature of relationship to related parties</li> <li>Value of transactions and percentage to relevant total income and expense</li> <li>Transaction balance and percentage to total assets or liabilities</li> </ol>	366, 517- 520 521-524
10.	Disclosure of tax obligations	Items to be disclosed include:  1. Relation between tax expense (income) and accounting profit  2. Reconciliation between fiscal and current tax assessment  3. Statement that reconciled taxable profit is the basis of making corporate annual income tax return  4. Breakdown of deferred tax assets and liabilities recognized in balance sheet for each period and total deferred tax expense (income) recognized in income statement if such amount is not shown in total deferred tax assets or liabilities recognized in financial statement  5. Statement whether or not there is any tax dispute	381 459-460 381, 460 461

Criter	ia	Description	Pages
11.	Disclosure of fixed assets	Items to be disclosed:  1. Depreciation method applied  2. Description of accounting policy adopted between fair value model and cost model  3. Significant method and assumption adopted in estimating fair value of fixed assets (revaluation model) or disclosure of fair value of fixed assets (cost model)  4. Reconciliation of recorded gross amount and cumulative depreciation of fixed assets at beginning and at end of period by showing addition, reduction and reclassification	373-374 375 374 427-429
12.	Accounting policies related to employee benefits	Items to be disclosed:  Type of employee benefits for employee  Brief description on company's postemployment benefits  Company's accounting policies in recognizing actuarial profit and loss; and  Recognition of profit and loss for curtailment and resolution	505-516
13.	Disclosure of financial instruments	<ol> <li>Items to be disclosed include:</li> <li>Accounting requirements, conditions and policies for each group of financial instruments</li> <li>Classification of financial instruments</li> <li>Fair value of each group of financial instruments</li> <li>Purpose and policy of financial risk management</li> <li>Explanation on risks related to financial instruments: market risks, credit risks and liquidity risks</li> <li>Quantitative analysis on risks related to financial instruments</li> </ol>	358-359 359-360 363-364 462 462-493 462-497
14.	Publication of financial statement	Items to be disclosed include:  Date of authorization for financial statement publication  Party responsible for authorizing financial statement	530 335, 530





## Annual Report 2012



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